

CAPE Business News

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JULY 2016

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Habits of the rich and famous

The Ruperts, the Stellenbosch-based family that controls investment giants Remgro and Reinnet, as well as luxury goods specialist Richemont – is well known for successfully capitalising on consumers' (sometimes bad) habits.

Anton Rupert, the founder of the Rembrandt Group, was a master brand builder in the local (and international) tobacco sector – and played a key role in building highly profitable cigarette group Rothmans International, which eventually was merged into global giant British American Tobacco (BAT).

The Rupert family also played key roles in building the iconic wine and spirits brands in Stellenbosch Farmer's Winery (Fleur du Cap, Graca, Durbanville Hills) and Distillers Corporation (Klipdrift) – which is now a merged entity under Remgro-controlled liquor giant Distell. Distell has carried on that tradition in recent decades when successfully launching best-selling brands like Amarula, as well as ciders Savanna and Hunter's.

These days Remgro also holds a host of well know consumer brands under RCL Foods (Nola mayonnaise, Selati sugar, Rainbow chickens, Ouma rusks, Bobtail pet food) and through its significant investment in Unilever (Robertson's Spices, Lipton, Knorr, Rama, Flora, Joko and Glen.)

Although Remgro – the Rupert's SA-based investment company – has gone onto bigger investments like private hospitals Group Mediclinic and its financial services cluster (which includes FirstRand, MMI and RMI) there clearly is still a craving the sweet returns that can be garnered by investing in businesses that produce specialist brands that are irresistible to consumers.

Last month Invenfin, Remgro's low key venture capital arm, looked to latch onto the growing 'conscious consumption' trend by acquiring a significant minority stake in Paarl-based confectioner DV Artisan Chocolate (DVAC).

DVAC is one of the few confectioners in Africa to produce chocolate (bean-to-bar) from cocoa beans sourced directly from the continent's cocoa farmers. A rather telling statistic reveals that Africa grows 70% of the world's cocoa beans, but produces less than 1% of the world's chocolate.

The company – headed by entrepreneur Pieter de Villiers – operates out of retail and production premises at Spice Route in Paarl. It also operates a production facility at Simondium (between Paarl and Franschhoek.)



The value of the deal or the size of the investment was not disclosed – but both parties made very clear that the partnership was aimed at increasing DVAC's retail footprint, brand awareness and production capacity.

De Villiers reckoned the partnership with Invenfin would help build the brand in terms of scale and profile, without compromising on the founding principles of DVAC.

"I wasn't interested in an investment that would turn DVAC into an artificial, mass-produced brand, and I wasn't willing to budge on the heritage and style of what DVAC has become known for. I didn't want a dictating partner – I wanted the right partner that saw the potential of the business, shared our values and could allow us to add scale throughout the operation, which is the major challenge."

Invenfin already has experience in backing fledgling food and beverage brands, having already backed the founders of BOS Brands, a rooibos tea based beverages company, and Le Bonbon, a Cape Town based producer of hand-crafted confectionery and

snacks for Woolworths.

Remgro itself has extensive food sector experience, having turned around Rainbow Chickens in the late nineties, merging the old Hunt Leuchars and Hepburn food brands into Unilever and more recently merging Rainbow (and TSB Sugar) into Foodcorp to create new look RCL Foods.

The DVAC story is intriguing. The company started in 2009 in a double garage fitted with an old masala grinder, a hairdryer and a recycled washing machine. Today DVAC has its brand listed in Woolworths stores, and there are talks of the company starting up its own concept stores.

DVAC (excuse the pun) seems to pitch right into Invenfin's sweet spot. Invenfin Foods' mandate is to invest in brands with the potential to engage consumers who deliberately seek out authentic experiences and products.

De Villiers notes, "Invenfin understood that I wasn't willing to compromise on the credibility of the DVAC brand. Our focus

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Cape cements business



The broader construction industry appears to be suffering some woes with sector stalwarts like cement giant PPC – which has a substantial Western Cape presence, Aveng and Murray and Roberts – appearing to be under some strain. But there is a fair amount of evidence that the Western Cape construction/infrastructure sector is rather vibrant, and that local companies are still in fine fettle.

In recent years two JSE listed construction sector aligned companies – Durbanville-based aggregate supplier Afrimat and Tableview-based claddings specialists – have become proxies for local building activity.

Afrimat reported its headline earnings up 15% in the year to end March – thanks mainly to a strong performance of the mineral producing operations across all regions. Afrimat was also successful in reinforcing its operating margin to 16, 3% (from 14% last year) and improving its cash generated from operations to R320m (from R262m.)

Afrimat CEO Andries van Heerden explained that a shift towards more valuable products in the product mix enhanced earnings – even though the company was affected by overall lower sales volumes. He said all Afrimat's processing plants were fully operational and strategically positioned to deliver excellent service to customers. Afrimat is likely to stay on the front foot, with Van Heerden stressing that new business development remained a key component of the company's growth strategy.

"The dedicated business development team continues to successfully identify and pursue opportunities in existing markets, as well as in anticipated

Continued on P6



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CAPE Business News

Fastenright extends its operations

FASTENRIGHT will be adding a third warehouse to its operation to ensure it has always enough stock on hand for its clients. It expects to have the additional storage up and running by October. Fastenright specialises in the supply of stainless steel fasteners to the industry, which it imports from approved suppliers in Europe and the Far East. The company says it is proud that all of its suppliers adhere to high international quality standards.

Rainer Lutz, managing director at Fastenright qualifies, "The amount of stock we keep for our customers is what sets us apart from the rest. The fact that we are adding another warehouse proves our commitment to ensuring that we have the right products on hand for our clients."

Lutz expressed that because of the excellent relationship with their suppliers, they are able to source any fastener in any mate-

rial, and says that enquiries for non stainless steel products are also welcome.

"We are constantly extending our product range beyond the normal bolts and nuts – special products for the solar and maritime industry, which are in stock and can be ordered in-house," says Lutz.

He humbly explains that another factor that sets them apart from the pack is their vast experience. He states that the Fastenright team's reputation is its

biggest asset, and customer service is always its first priority.

"We have received countless prizes for excellent customer service. This is what companies really notice and continue to compliment us about. A few large (and very well-known) companies that have awarded Fastenright service excellence awards includes the leading Catamaran producer in Cape Town, as well as a Paarl-based fabrication and stainless steel

expert. These companies have awarded us for great service excellence for two years in a row now," says a proud Lutz. "And we have the certificates to prove it," he adds laughing.

Fastenright, since it has recently obtained its BEE certification, is a proud Level 4 contributor to broad-based black economic empowerment according to the Department of Trade and Industry's qualifying small enterprise scorecard.

Unlocking Africa

AT Concargo, "collaboration" means the development of an active-and proactive-strategic business partnership, and the creation of a coalition of people willing and able to work together to add abundant value to the supply chain. The collaborative nature of the partnership must begin with the first conversation. It

starts by focusing from the "customer back" – and the Concargo team aims to find out what its customer wants and needs to accomplish. The company then designs the solution based on their business situation and needs.

"Our mission is to help our customers achieve their goals. We look at each cus-

tomers business from the broadest possible perspective. We know supply chain management is a complicated proposition, requiring the sharing of information, the application of a wide range of capabilities, offerings and service deliverables. The insight to identify and create unique strategies and solutions, the successful integration of business processes and the extraordinary "synergy" of a vibrant, dynamic relationship built on trust and communication."

"The most important resources we bring to this complex process is our "tools" (including information technology and

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Concarga sponsors

Tristan Hedgcock's the race season



Tristan Hedgcock of "T Bone Racing."

CONCARGO announced as a proud supporter and sponsor for Tristan Hedgcock of "T Bone Racing" for the remainder of 2016 and 2017 race season.

Tristan Hedgcock of "T Bone Racing" was born and bred on two wheels, and his dream has always been to race for KTM. His dream was realised at the beginning of 2015 when KTM Cape Town took him under

its wing, and together with support from Action Frames, Pyranha Racing, Leatt and Mitas Tires was able to race knowing he had the best financial and moral support in the country. Tristan has been fortunate enough to put his KTM 65SX onto the podium at every one of the races he has lined up for.

With Concargo's support, Tristan aims to carry on placing his sponsors names on the top step of the podium with his final goal of taking the top spot at the WCOC Off Road and CSMX Kids Enduro series for 2016.

Concarga will be looking after all T Bone Racing's travel and cargo shipping needs both locally and across border.

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Coasting along ...

STEENBERG-based investment company Coast 2 Coast (C2C) has moved into the big league with its two mainstay investments starting to bulk up at a rapid rate.

C2C is the anchor investor in health brands conglomerate Ascendis – which is listed on the JSE – and consumer brands conglomerate Bounty Brands – which is aiming for a listing on the JSE and London Stock Exchange next year. Both Ascendis and Bounty Brands have followed a growth-by-acquisition strategy – starting with small local deals and then racking up bigger

deals once the respective balance sheets and cash flows were firmly established.

Ascendis – which was founded in 2008 – has a health brands portfolio that covers market-leading brands for animals, plants and humans. The company has a growing export and global bias.

Bounty Brands, established in 2014, invests largely in premium brands in chosen local and international markets. Since its formation it has snagged a slew of acquisitions – including Chappers Sports Direct, Table Charm, Cosmetix, An-nique Health and Beau-

ty, Musgrave Agencies, Liberty Foods and its first international business, Sonko.

Last month Ascendis and Bounty took giant steps in their respective goals to build formidable brands clusters. Ascendis paid a collective R5,8bn to acquire two major European health businesses, Remedica Holdings and Scitec International. Remedica is a generic pharmaceutical manufacturer based in Cyprus, while Scitec is a leading European sports nutrition company.

Ascendis Health CEO Karsten Wellner said the company's strategy was to

complement growth in the domestic health and care market through international expansion and by acquiring platform businesses offshore. The deals mean that around half of Ascendis' sales will be generated by foreign operations and products sold in 144 countries globally. Last year Ascendis completed its first offshore acquisition when it bought an initial 49% stake in Spanish pharmaceutical company Farmalider. Wellner said the two acquisitions were expected to have a material financial impact and increase Ascendis' earnings by more than 50%.

Last month Bounty showed it would not be left behind in deal-making endeavours by

its corporate cousin, announcing no less than four acquisitions worth collectively over R1bn.

CEO Stefan Rabe said the deals were part of a growth strategy to push Bounty's revenue beyond R5bn and operating profit through the R1bn mark, before listing on the London Stock Exchange and JSE next year. In short, Bounty has acquired Rieses Food Imports (RFI), Tuffy, Goldenmarc and Footwear Trading.

RFI bolsters the revenue of Bounty's Foods category to more than R1,2bn offering access to a portfolio of brands like Serena, Offenau, Jemz and Sea Queen as well as international brands like Sonko, Pietro Coricelli, Real

Foods and Fantico.

Bounty's established a Home Care category with acquisition of plastics bag maker Tuffy and cleaning products specialist Goldenmarc, which together will contribute revenue of R870m to the group. Rabe reckoned Tuffy was a fantastic business.

"Its brand has become synonymous with durable refuse bags that are made from 100% recycled materials – something no local competitor and few international ones can claim."

Footwear Trading, the fourth acquisition, brings with it the licenses for two iconic fashion brands in Diesel and Levis – adding to Bounty's existing range that spans Vans,

Hurley and Jeep. The addition of Footwear Trading will bring the total revenue contribution from the apparel and footwear brands to over R1bn. Rabe stressed that the consolidation of leading apparel and footwear agency brands has been a successful strategy for Bounty in South Africa.

"It creates a sizeable business with critical mass and a relatively stable income stream."

Indications are that both Ascendis and Bounty are set for more deal-making this year. With deal-making momentum established at both key investments, CBN wonders whether C2C might not be looking at building up a third investment leg later this year.

Watch this space...

Doka South Africa doubles its Western Cape capacity



[L to R] Gan Luckun – MD Doka SA, Christaan Pum – Managing Director Europe Africa Region, Klaus Vomela – Director Southern Europe Africa Region.

AUSTRIAN-based formwork giant Doka has recently moved into new premises right here in Blackheath, Cape Town. Originally established in 2005, to service the local construction market, Doka has grown steadily, and the brand new premises will more than double the company's capacity in the Western Cape, with a total site area of 12,800m², including a covered 1,650m² warehouse and office space of around 575m².

The facility was opened in May, and the opening function was presided over by Ganpersad Luckun, Managing Director of Doka South Africa. Luckun says that he expected business in the region to grow, and is confident that the company's investment is well placed.

"The Western Cape

has been pivotal in the success of Doka South Africa, having been in operation for the last 11 years supplying formwork systems on many of the large projects in Cape Town and further afield as far as Eastern Cape and Namibia, said Luckun

"This facility offers us the required economies of scale, work area, storage area to service our customers in professional and value adding manner. We are confident that our customers should feel and benefit by the improved service delivery from this facility."

"In this complex construction business climate, it is very pleasing to see investments for the future and a company taking a long-term view in this region. We at Doka are very confident that the Western Cape region will

achieve unprecedented growth in the medium- and long-term."

But the director does not intend to rest on his laurels, saying that the "intent is to increase the internal proficiencies and to advance customer experiences and services overall."

Luckun concludes by saying that Doka SA's local strategy of operating from two hubs within South Africa, one in the Western Cape and the other in Gauteng, has paid off and already Doka has extended the Cape region by appointing a distributor in Namibia, and a fully operational Branch in Mozambique.

Also present at the opening function were Klaus Vomela, Director for the Southern Europe Africa Region and Christaan Pum, MD Doka Europe and Africa.

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Dauphin relocates to Century City



Jean Theron of Rabie Property Group and Sihaam Moerat, regional manager of the Dauphin HumanDesign Group.

DAUPHIN HumanDesign Group, a leading supplier of office furniture, has relocated its Cape Town showroom to Century City.

The group has taken a 220m² double volume showroom in the Matrix mixed use building, which forms part of the R1bn Century City Square development now nearing completion.

Sihaam Moerat, regional manager for Dauphin Western Cape, said it had moved its showroom from Black River Parkway to the upmarket Matrix build-

ing as it complemented their brand and market positioning.

“And Century City is very centrally located within the greater Cape Town metropole, which will enable us to better serve all our customers.”

Moerat said they had been searching for new premises for some time, but had struggled to find the right fit for their brand.

“We have only just moved in and already the feedback from our customers has been hugely positive. We have also picked up so much

passing trade it has been phenomenal and this really reinforces the fact that we have made the right decision.”

Jean Theron of Rabie Property Group, developers of Century City Square, said a second showroom in the Matrix building had been let to carpet company Belgotex from August 1 this year and discussions were well under way with potential tenants for the remaining 728m² of showrooms.

The showrooms enjoy high visibility on Bridgeway, a main thoroughfare in the new all-green

Bridgeway precinct, which is also home to Absa's new regional offices, Chevron, Philip Morris, the Business Centre, and Century City Square the latter of which comprises the Century City Conference Centre and Hotel, restaurants, offices and apartments all set around a public square.

With its eclectic mix of retro and contemporary architecture, The Matrix building also comprises three floors of offices totalling more than 4,500m² topped by 51 residential apartments over three floors.

Theron said the architecture of Matrix combines robust facebrick facades with concrete, glass and steel making it an ideal address for businesses wishing to make a strong, creative statement.

“With 1,350 parking bays in the precinct, buyers and tenants should have no shortage of parking,” he says.

Dauphin is one of Europe's leading office furniture manufacturers which has been in South Africa since 1981 with the local operations being part of the Bidvest Group since 1997.

Super Group revs Cape market

MOBILITY conglomerate Super Group has gone into overdrive in the Western Cape in a bid to secure a slice of the lucrative vehicle dealership market. Last month Super Group – which holds assets of around R23bn – acquired Sandown Motor Holdings' Western Cape dealership business from automotive manufacturing giant Mercedes Benz for around R500m.

This is probably the most significant deal in the Western Cape vehicle dealership market since transport conglomerate Imperial acquired Rondebosch-headquartered Brian Porter Motor Holdings in 1999. Aside from Imperial, Super Group will also now compete with other conglomerates like Bidvest and Steinhoff International for business in a competitive Western Cape market.

This is also the first shift into the Western Cape vehicle market by Super Group – which currently retails almost every model available in South Africa through

45 dealerships scattered around Gauteng, the North West Province and Mpumalanga.

Super Group – which already generates revenues of around R6bn a year from its dealership network – will also acquire a property located at Century City (from where Sandown Motors operated) from Mercedes Benz for R200m.

Sandown Motors comprises five authorised Mercedes-Benz motor passenger vehicle dealerships, three Mercedes-Benz, Freightliner and Fuso commercial vehicle dealerships and one Fiat and Chrysler motor dealership. These are located in Cape Town, Stellenbosch, Paarl and Worcester. It remains to be seen whether Super Group intend extending the branch network, or revamping existing vehicle showrooms.

Over and above the purchase consideration of R500m, Super Group will also acquire vehicle inventory estimated at R580m.

Indications are that Super Group has

struck a great deal. The company estimated that the net asset value of the total assets acquired in the Sandown Motors deal would be between R880m and R900m – representing a considerable tangible underpin to the total settlement sum.

Super Group also disclosed that the profit after taxation associated with the assets was a chunky R59m.

Outlining the rationale for the concerted drive into the Western Cape vehicle market, Super Group directors said it had been the company's strategy over the past six years to make selective acquisitions in its core businesses – which included dealerships in South Africa and internationally.

They said the Sandown Motors deal represented an opportunity for Super Group to build a dealership footprint in the second largest car market in South Africa.

“We have a policy of owning dealership properties in strategic locations in South Africa.”

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The regulation of gas installations in South Africa

SIMILAR to an electrical equivalent, gas installations need to be regulated in order to ensure optimum safety practices are adhered to. As gas usage increases in South African homes and businesses, awareness needs to be drawn to the safe practice of working with, installing and storing gas. As an electrician would need to be certified, so does a gas installer (gas practitioner.)

The South African Qualification and Certification Committee for Gas (SAQCC Gas) is mandated by the Department of Labour to ensure all gas practitioners are trained and certified through the four different gas associations:

- LPGSASA
- SACGA
- SARACCA
- SAGA*

Each association plays a vital role in ensuring compliance with the safety regulations within their specific gas markets/industries. In South Africa there are four main gas industries that are regulated by the Department of Labour:

- Natural gas
- Liquefied petroleum gas
- Air conditioning and refrigeration gas
- Compressed industrial and medical gases

Essentially, if you work with gas installations you should be a registered gas practitioner with the body that is mandated to register all gas practitioners – SAQCC Gas.

Homeowners and transfers

When having gas installed in your home, you are required by law to use a certified gas practitioner and request a certificate of conformity (COC) once the work has been completed. The COC is required for all gas type installations. As home ownership transfer requires Electrical Compliance Certification, so would any fixed installation of air conditioning units and/or gas lines, equipment and appliances.

Business and gas installations

Similar to homeowners, business owners should request a COC

from a registered gas practitioner. In many instances, installers work without certification, which means they may not know how to operate with the type of gas your business is using. Liability for any harm or safety contravention would then fall on the business owner, not the insurance company. Furthermore, company owners can't

apply for any compensation aid or benefit for employees hurt or life loss.

Why regulate gas installations?

Gas is a safe product to work with. It is predictable and can be easily transported or transferred from one point to the other. The varieties of uses

for gas are endless and its ready availability makes gas attractive to many. Worldwide, gas production is in surplus, and many gases are naturally extracted.

So then, why the requirement for regulation? A large percentage of gas incidents are as a result of human error. The number of un-certified gas installers is growing and many

home and business owners do not request proof of registration. This available from all registered practitioners in the form of a license card (similar to a driver's license) – issued by the SAQCCGas. It carries the installer's name, photograph, unique SAQCCGas number (QCC#) as well as the type of gas with which the installer

is permitted to work. Consumers should also insist on a Certificate of Conformity (CoC) from the practitioner on completion of the installation. This is the practitioner's confirmation that the installation is compliant with all relevant regulations and national safety standards. No license and/or no CoC would render the installation

illegal and potentially unsafe.

Incidents resulting from poor installation can vary from property damage to loss of life making it essential for all gas consumers request the above. To confirm whether or not a practitioner is indeed registered, one can check the information provided on the SAQCCGas website.



South Africa's power supply crisis presents an obstacle to our economic growth plan. The Industrial Development Corporation (IDC) believes that the renewable energy sector is key in sustaining South Africa's power supply. Through IDC's business financing of Kouga Wind Farm in the Eastern Cape, the local community acquired a 26% shareholding in the project that feeds 300GW of power into the national grid in an environmentally, socially and

financially sustainable way. It is in this way that the IDC will continue to be at the center of industrial development to drive economic growth. The IDC, an entity of government, continues to play a critical role in coordinating key industrial sectors across the economy to advance industrial development. The IDC can finance your business. Call the Cape Town office on 021 421 4794 or visit idc.co.za for information about the sectors that the IDC supports.



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Cape cements business

Continued from frontpage

new high growth areas in southern Africa.”

In April this year Afrimat clinched its largest acquisition made to date when it acquired Cape Lime for R276m – which not only opens additional markets but would have added a not insubstantial R29,5m in profit after tax to the company on a pro forma basis. Cape Lime has operations at Vredendal and Robertson, and its products are used for water purification, soil treatment, effluent treatment and building. With Cape Lime onboard, Van Heerden believed Afrimat was well positioned to capitalise on its strategic initiatives.

“These include continued growth from an excellent asset base, selective acquisitions and greenfield expansion projects.”

For the year to end February Mazor reported its key aluminium division enjoyed a good year with an improved performance from its manufacturing

operations. Encouragingly, CEO Ronnie Mazor expected both top and bottom line as well as margins to continue improving. He added the aluminium division was also well-positioned to weather increased input costs. Mazor said the company’s steel division also saw increased activity in the year. But he said rising material costs would remain a challenge.

Overall, Mazor’s revenue was up a lively 31% to R492m with the aluminium division posting a strong 61% in sales to R281m. More impressive was that operating profit rose 246% to R41m compared with a loss of R28m in the previous financial year. Mazor pointed out that R19,4m invested in new plant – predominantly to automate and improve efficiencies in the steel and glass divisions. Looking to the financial year ahead, it was heartening that Mazor contended that

despite some economic challenges in South Africa the company was confident it was on a sound footing.

“Being predominantly (Western) Cape-based and given that the Cape economy is growing faster than the rest of the country we believe that we are all well-positioned to take advantage of future growth.”

Mazor reckoned the company would benefit from the uptick in the residential market – “which will in turn drive demand for retail, as well as tourism especially in Cape Town.”

He added that Mazor was also seeing increased demand for big box warehouses for the logistics industry.

Outside the realms of Afrimat and Mazor, there were also other indications that Western Cape construction activity was still ticking over reassuringly in the low cost housing market.

Construction and engineering specialist

Esor recently reported an affordable housing project in Khayelitsha will be undertaken in joint venture with the Khayelitsha Community Trust. Esor CEO Wessell van Zyl said the bankability study and contractual agreements were currently being finalised.

“We will develop 368 stands that are already serviced with a further potential 1,000 mixed-use opportunities over three to five years.”

He said Esor was awaiting approval for the ready-to-build design for affordable housing of R400,000 to R500,000 a unit.

Low cost housing developer Calgro reported recently that its first 629 units in the Belhar project were well underway and bulk infrastructure upgrades on the future phases were expected to commence shortly. Calgro estimated that this would see an additional 3,000 units coming into the market.

Guard duty for PSG

CSG HOLDINGS, the services group aligned to Stellenbosch-based PSG Private Equity, looks determined to lock-in lucrative security services operations. PSG is only a shareholder of reference in CSG, but the former’s deal-making touch has been clearly evident in the latter’s deal-making endeavours in the security sector. The security thrust is also in line with PSG Private Equity’s investment mandate to back businesses with strong margins, reliable cash flows and low capital expenditure requirements.

The latest deal sees CSG acquiring 100% of the shares and credit loans of the various Cape Town-based operation of Recall Africa – namely Recall Security Alphen Hotel, Recall Security Woodbridge Island, Recall Security Corral Grove, Recall Security Big Bay Beach Club and Recall Risk Services – for R16m.

The deal includes all client contracts, operating contracts, licences and supplier contracts.

The Recall deal follows a busy year to end March for CSG in the

security sector – which is one of the few economic sweet spots in the local economy (thanks, unfortunately, to a high crime rate and increasing social unrest.)

In November last year CSG – via its recently acquired 100% owned subsidiary Hi-Tech Security Services – acquired the franchising security business owned and operated by Hi-Tech Laeveld for R52,5m as well as buying 100% of White River Hi-Tech Security for R27m.

CSG CEO Pieter Dry said the companies were acquired for the brand name and gaining access to customer lists as well diversification and expansion of the basket of services in the company’s facility management division.

In February this year CSG, through its 70% owned subsidiary Security Operations Group, acquired ‘7 Arrows’ and ‘Cubed Systems’ for R16m. These businesses entail respectively monitoring and guarding services as well as a security products installation and maintenance business. Since the acquisition, 7 Arrows and Cubed Sys-

tems contributed R9m to CSG’s.

In March this year CSG acquired the guarding business of BFJ Personnel Agency for R3,75m.

The acquisition chipped in revenue of R2,45m. It seems the newly acquired security assets are already making their presence felt on CSG’s income statement.

CSG noted that if the security acquisitions made in the year to end March 2016 had occurred on 1 April 2015, revenue for the group would have topped R1,3bn and profit would have come close to the R87m mark.

The big question now is how big CSG intend growing the security cluster. The local security industry already boasts some large players (like Fidelity) – but remains fragmented with many operations being family-run or operated by independent owners. PSG Private Equity’s deal-making skills could help an acquisitive CSG play a leading role in mustering specialist security services into a larger cohesive force in the years ahead.

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Robertson Freight.

Neil always had the dream to start his own "family" business. Neil approached his brother and current partner, Brian for a loan to start a business. Brian, being a director at his previous business, also felt that urge that was far too strong to resist and one month later he joined the startling business.

"It was based solely on the knowledge that we could make it work, with hard work and de-

termination; a huge risk at the time, but a risk well worth it 17 years down the line, says a fulfilled Robertson.

He adds that they consider themselves as being an extension of their customers.

"We are a division of each of our customers businesses. By offering our customers the services that we do, we are assisting them to offer their customers better services or products."

The services range from sea and air

freight forwarding for both import and export, as well as all the value additions, such as third party logistics, multi modal (air sea / sea air,) door-to-door, customs clearance and various other supply chain activities.

The company also offers a fully integrated service from a committed team, that meet every related need.

Brian has been in the industry for 44 years and Neil for 32 years, between them



Left to Right: Neil Robertson and Brian Robertson.

they have amassed 76 years.

"Shipping is in our blood. There is probably nothing else we can do as well as we

do shipping. Perhaps it is all we know," says Neil smiling.

Leuze 10 Series engineered for high tolerances



Engineered with a high tolerance to different materials, the Leuze 10 Series optical sensors are able to detect objects and measure distances with an incredible accuracy of +/-30mm.

ENGINEERED with a high tolerance to different materials, the Leuze 10 Series optical sensors are able to detect objects and measure distances with an incredible accuracy of +/-30mm. These high performance sensors have an operating range of up to eight metres.

The high tolerance of the Leuze 10 Series sensors further extends to the angle of incidence, the colour, surface structure and brightness of reflective material.

This means that the sensor is capable of detecting different materials, such as wood or matt as well as glossy metal, and this is possible even

under varying environmental conditions.

The Leuze 10 Series is also suitable for sensing applications where deep black materials are found or where objects are not ideally aligned or moving rapidly.

Ease of use is facilitated through the highly visible status indicators on the devices as well as the large control buttons. The LED display has been designed to facilitate step-by-step commissioning and diagnosis at the press of a button.

The compact housing, with integrated recesses for M4 screws or nuts, means installation is possible in ap-

plication where space restrictions exist. However, its small size does not impact on the overall performance of the Leuze 10 Series.

A comprehensive range of Leuze sensing solutions is available from official distributor, Countapulse Controls. The company, which is based in Johannesburg, is able to assess any sensing application and provide a fit-for-purpose solution that will meet the specific needs of an operation. The company also offers a 24/7 hotline to assist end users with technical challenges that may be experienced due to lack of knowledge or experience.

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Goscor Lift Truck Company wins Doosan Dealer of the Year award



Daryl Shafto was delighted to receive the Doosan Dealer of the Year award in Korea.

IN a recent ceremony at the Doosan factory in Korea, Goscor Lift Truck Company (GLTC) was awarded the global Doosan Forklift Dealer of the Year 2015. While GLTC has won several awards for their performance over the years from Doosan, this is the first time they have won the global Dealer of the Year award.

Daryl Shafto, GLTC MD, says that he is delighted at having won this award.

"2015 was a very special year for us and especially in the internal combustion (IC) market, where we exceeded our targets both from a financial and a unit sales perspective and increased our forklift market share by 4% in South Africa. This is the result of an exceptional effort from Sales Director Patrick Barber and his team and, in fact, the entire company. We are all humbled that this was recognised by our Doosan principals in Korea," says Shafto.

Kun Hwa Lee, Executive Director of Doosan Lift Trucks, says that GLTC deserve this award for their outstanding performance.

"We have been with Goscor since 1994 and each year there has been an improvement. In 2015 the performance of Darryl Shafto and his team was outstanding. The full story is not only GLTC exceeding their budgets but it is in their overall approach to business. Their service is world class and they have developed excellent relationships with their

Continued on P11

Understanding values in piped gas



So what are the values in piped gas?

WITH the availability of natural gas in countries such as Mozambique and Namibia, coupled with the discovery of offshore gas reserves in Mozambique and South Africa, the piped gas industry in Southern Africa is undergoing rapid expansion.

In November 2015 Rompeco, a joint venture between Sasol, Companhia Mocambicana de Gasoduto and South African Gas Development Company announced a plan to expand 865km gas pipeline into South Africa.

This expansion has since been completed and recently Sasol announced further drilling in the adjacent regions next to the existing Pande and Temane fields. Mozambique will soon undergo expansion with over 2,600km of gas pipelines projected to be laid, with the pipeline in full use by 2020.

According to David Constable President of Sasol, the Mozambican gas industry is playing an increasingly important role in the regional energy landscape, and this project represents a major milestone in further developing natural resources, which will significantly benefit southern Africa

Technically Southern Africa is ripe for the piped gas picking, and the industry is showing relative growth, but the challenge remains in the collective willingness by two main role players; government and industry. Government's willingness to keep costs relatively low (by world standards) and industries willingness to adapt to using piped gas.

Where to from here?

The Southern Africa Gas Association (SAGA) has recorded a significant growth in demand for piped gas. However, the cost of infrastructure and development of pipelines plays a major role in slowing piped gas demand.

In addition to coal gas and Liquid Petroleum Gas (LPG), Africa produced about 930,000 tonnes of natural gas and 104,860 tons of associated condensate in 2003. McKinsey and Company Management Consultants predict full piped gas integration by 2050.

The general consensus is piped gas could be the preferred energy supplier in the future if obstacles are overcome.

Habits of the rich and famous

Continued from frontpage

is to remain a sustainable, single-origin, premium chocolate."

"Invenfin brings important skills to the table to support me – their strong governance coupled with extensive knowledge of business strategy, product development, marketing and sales means that I can keep focused on the quality of the product."

Invenfin executive director Stuart Gast pointed out that one of the biggest trends in the confectionary world was the bean-to-bar chocolate movement.

"This trend sees chocolate manufacturers produce organic, certified, single-origin chocolate bars made from whole beans they have personally sourced directly from the cocoa farmer.

He said the "significant potential" in this

space is why Invenfin saw DVAC as an excellent investment opportunity.

Judy Sendzul, head of Invenfin Foods, contended that 'bean-to-bar chocolate' artisans were changing the way people consume the world's most popular treat. Former banking heavyweight Michael Jordaan, an Invenfin board member, has also invested in DVAC through his investment company Montegray Capital.

Jordaan believed the South African boutique food and beverage sector was awash with innovation and originality.

"Consumers are actively seeking out authentic experiences and authentic products, which makes this a good time for food start-ups driven by integrity."



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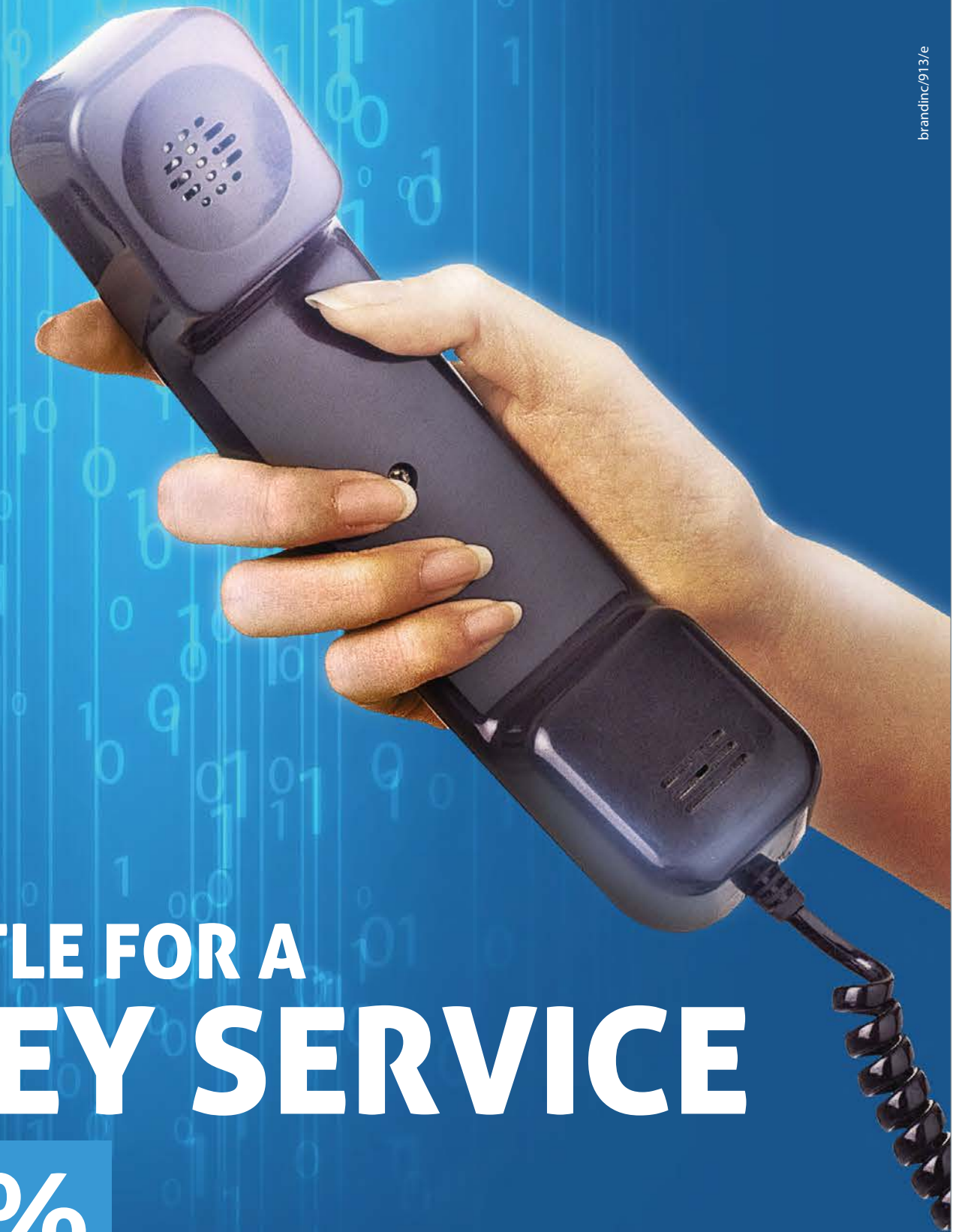
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BMG's extensive range of fasteners, tools and related equipment is used to enhance reliability of equipment in di-

verse sectors, including light, medium and heavy industries, pulp and paper, construction, original equipment manufacturers

and agriculture.

"BMG's portfolio of over 15,000 locally manufactured and imported fastener stock items are available in a variety of grades, materials and strengths that meet stringent quality and safety specifications," says Andrew Johns, manager, BMG's fasteners, tools and equipment.

"These fasteners are enhanced by products that prevent the loss of joint clamp and equally important are installation and disassembly tools that ensure each fastener is correctly installed and efficiently removed."

"For a fastener to be effective, key factors that require attention are the type of bolted joint design required and whether the joint should be serviceable or permanent. There are two types of joint

for consideration – either tension joints or shear joints."

"Tension joints are simply explained by the tension created on the bolt and clamped components of the joint, by stretching the fastener when torque is applied during tightening. This torque needs to be accurately calculated to ensure that the fastener's limits are not exceeded. Conversely, the application of insufficient torque, and thus an ineffective clamp of components, could mean the joint will prematurely self-loosen."

"The second type of bolted joint uses the shear strength of the bolt to transmit the load and often relies on a locking mechanism to retain the joint integrity as opposed to a high clamp force."

If a serviceable joint is required, a number of factors need to be considered to ensure that bolt-securing elements are effective and that the joint tension is maintained over the life of the joint. These factors include thread size, clamp length ratio, preload, amplitude, lubrication and surface quality.

The selection of appropriate assembly and loosening tools, coupled with accessibility to the joints, is critical to overcome factors that cause the loss of clamp and to ensure ease of assembly

and disassembly.

Some of these products include Nord-Lock wedge locking washers, which when tested according to DIN 25201-4:2010-01, have a remaining joint clamp load of more than 80% after 2,000 cycles. Nord-Lock washers are available in standard, over-size and X-Series for softer materials or flexible joints, as well as Stainless Steel to combat corrosion.

BMG's Nord-Lock bolt securing system uses tension instead of friction to ensure that joints holding sub-assemblies together remain secure. Bolts need to be easily removable during maintenance procedures, but must resist the loosening effects of vibrations and dynamic loads.

Bolts that are locked conventionally by friction between components tend to lose most of their preload through vibrations, while those locked by the tension of this system present a minor loss of preload, which is caused mainly by settlement between contact surfaces. Even after moderate tightening, the bolt is safely locked when using Nord-Lock's wedge-locking method.

Nord-Lock washers, which are installed in pairs, cam face to cam face, have cams between them, with a greater rise than

the pitch of the bolt thread. When the bolt and/or nut is tightened, the radial teeth on the opposite side grip and seat the mating surfaces. The teeth also lock the washers in place, allowing movement only across the face of the cams. If the bolt or nut rotates loose in relation to the other, the resulting tension caused by a rise over the cams makes the bolt self-locking.

Advantages of this re-usable system include maximum safety when locking fasteners, easy assembly and disassembly, positive locking at low or high preload levels and minimum surface marring or scratching. This system, which has the same temperature characteristics as a standard bolt or nut, resists loosening caused by vibration and dynamic loads. The locking function is not lost by lubrication.

For a permanent, guaranteed clamp application, BMG recommends Huck structural rivets and lock bolt solutions and for extreme temperatures and challenging environments, the Thome and Schwind range of specialised fasteners is recommended.

For high strength challenges, the Nord-Lock Superbolt multi-jackbolt tensioner system, with advanced bolting technology,

only requires simple mechanical torque tools for installation, eliminating the need for high strength hydraulic torque tools.

To achieve the optimum clamp, BMG offers Gedore mechanical torque hand tools, as well as Atlas Copco and Ingersoll Rand pneumatic and electronic assembly tools, using clutch and transducer technology, to measure and control tightening torque. It is also possible to record all joint tightening procedures performed to ensure optimum clamp in safety and quality critical applications.

Other products include hand and power tools, tool kits, personal protective equipment, locks and lockouts, lifting equipment and environmental products. The range also encompasses measuring and testing equipment, welding and abrasives, as well as cutting and workshop equipment.

BMG's network of over 120 branches offers a technical advisory and support service to ensure the correct product is selected for each specific application. The company's advanced fastening solutions and installation tools are designed to meet the requirements of quality and safety critical installations, also ensuring the best total cost of ownership.

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Safety first with Apex welding screens



Apex Welding Screens are available as either fixed installations or as portable welding screens.

SAFETY in the workplace continues to be a prime focus, and many manufacturing operations make use of Apex Welding Screens to ensure workers are protected against weld splatter and fumes, as well as from harmful UV radiation.

Apex Welding Screens are available in various configurations to suit a variety of individual requirements. The most popular version has a freestanding frame, allowing easy handling and portability. The feet of the screen are angled to allow optimum utilisation of floor space and screens can be butted together at a 90° angle.

These features further promote ease of erection, making it simple to set up and arrange the screens in different shapes according to the specific demands of each particular workshop.

The screens absorb, scatter and filter the light spectrum to create a safer working environment for the welder and any

co-workers and supervisors in the immediate vicinity. Tested by the SABS for ultra-violet transmittance, conventional materials gave readings of 0.0005%, 0.008% and 5.0% as opposed to Apex readings of 0.005%, 0.001% and 0.005%.

Tests for total visible light transmittance demonstrated inconceivably that conventional materials permit 78%, while Apex material allowed only 15.5% light transmittance – a dramatic difference, particularly when one considers long term exposure of workers and the consequent repercussions on their eyesight and even their skin.

Another most important design characteristic of the Apex Welding Screen is the patented Balledge design on individual strips, which facilitates easy access for both personnel and equipment to cordoned-off areas. Strips are made from specially formulated PVC material, and are impervious to burning.

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Goscor Lift Truck Company wins Doosan Dealer of the Year Award

Continued from P8

customers, principals and suppliers. They also have an outstanding team spirit, which has obviously helped them in their successes. I am very pleased to have been able to hand over this award to this fine company and I look forward to many more years of successful business with them," says Lee.

Shafto says that Doosan has always been way ahead in terms of innovative forklift technology - the 'brakes for life' system, introduced several years back, being an excellent example.

The 'brakes for life' system, which made world headlines when it was introduced and still a very prevalent feature on Doosan forklifts, is an oil-cooled disc

brake system, which, being totally enclosed, eliminates all outside contamination of any humid, abrasive or corrosive dust particles. The system significantly reduces operating costs and GLTC offers on it a 60-month, unlimited hours guarantee.

Shafto says that Doosan is now 50% of Goscor's business and that it will play a significant role in the future growth and development of the company.

"We see the IC market as key going forward and I have no doubt that this prestigious award will motivate the team to go the extra mile in making Doosan an even more important player in the southern African market."

Join leading suppliers and experts of the construction industry at the 2016 Cape Construction Trade Expo

THE Cape Construction Trade Expo is the only event that deals specifically with the opportunities and challenges of the Western Cape construction industry. Now in its fourth year, the Cape Construction Expo returns to the Cape Town International Convention Centre from the 11 - 12 August 2016. The event is the largest gathering of construction professionals in the Western Cape and is the must attend event for industry stakeholders who are interested in learning about the latest trends, opportunities and development in the construction sector.

The Central City Improvement District (CCID) chairman Rob Kane said its fourth State of the Cape Town Central City Report highlighted the continued strength of invest-



ment confidence in the CBD. "The public and private sectors play a huge collaborative role in driving this economy to succeed evidenced in the billions of rands that have come into the area in both buildings and infrastructure."

Each and every stakeholder in the construction value chain plays a crucial

role in economic development and growth within the Western Cape and the Cape Construction Trade Expo provides the rare opportunity to engage the entire value chain all under one roof.

This year will once again focus on creating lasting synergies and collaborative opportunities for all stakehold-

ers, positively impacting industry growth and on the individual company's bottom line.

The Cape Construction Trade Expo is the ultimate marketing experience for suppliers

and solution providers to the construction industry. With over 80 exhibitors expected to showcase this year, this trade expo plays host to suppliers and solution providers involved in pre-construction, construction and post construction phases of the construction cycle. Chemicals, tools, equipment, finishes, materials and contracting services suppliers will be on hand showcasing their latest technologies and solutions.

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3D Cape looks set for busy 2016

3D Cape, the turnkey exhibition and custom display Specialist Company in the 3D Group, looks set for a busy 2016 with nine shows or exhibitions already on its books for the year ahead.

According to director Andrew Keymer, the company has been signed as the full service provider for Design Indaba Conference, African Utility Week, World Travel Market, SPAR Trade

Show, Career Indaba, Education Week, Retail Congress Africa, Windaba and International Congress on Developmental Origins of Health and Disease.

This means 3D Cape will provide the shell schemes, carpets, electrical systems and general services at each of these 12 shows, plus any turnkey solution to exhibitors and corporates seeking impactful but bespoke stand design and build, and corporate event management.

3D Cape is a major supplier to the exhibition and corporate eventing industries in the Western Cape and one which has quadrupled in size in just four years.

“We are exceptionally pleased with 3D Cape’s growth since opening doors in 2011,” he says.

“The Cape exhibition industry is a healthy but competitive one, and the team has relished the challenge of lifting the bar in the Mother City,” he says.

Most recently, 3D Cape Town partnered with eventing co-ordinator, Rainbow Marketing, to launch global retail phenomenon H&M in South Africa. H&M (Hennes and Mauritz AB) is a Swedish multinational retail-clothing company, known for its fast-fashion clothing for men, women, teenagers and children.

It launched in South Africa in October with a flagship store at the V&A Waterfront and another in Sandton City in November. Each public opening was preceded by a VIP party and a media walk around.

3D Cape designed and built custom units for the VIP party and opening event in just two months. These included registration facilities, DJ booth, media wall, goody bag counter, 2x2 meter free-standing units and a giant H&M logo.

“The H&M launch ranks up there as one of the most exciting and prestigious projects 3D Cape has undertaken,” says Keymer.

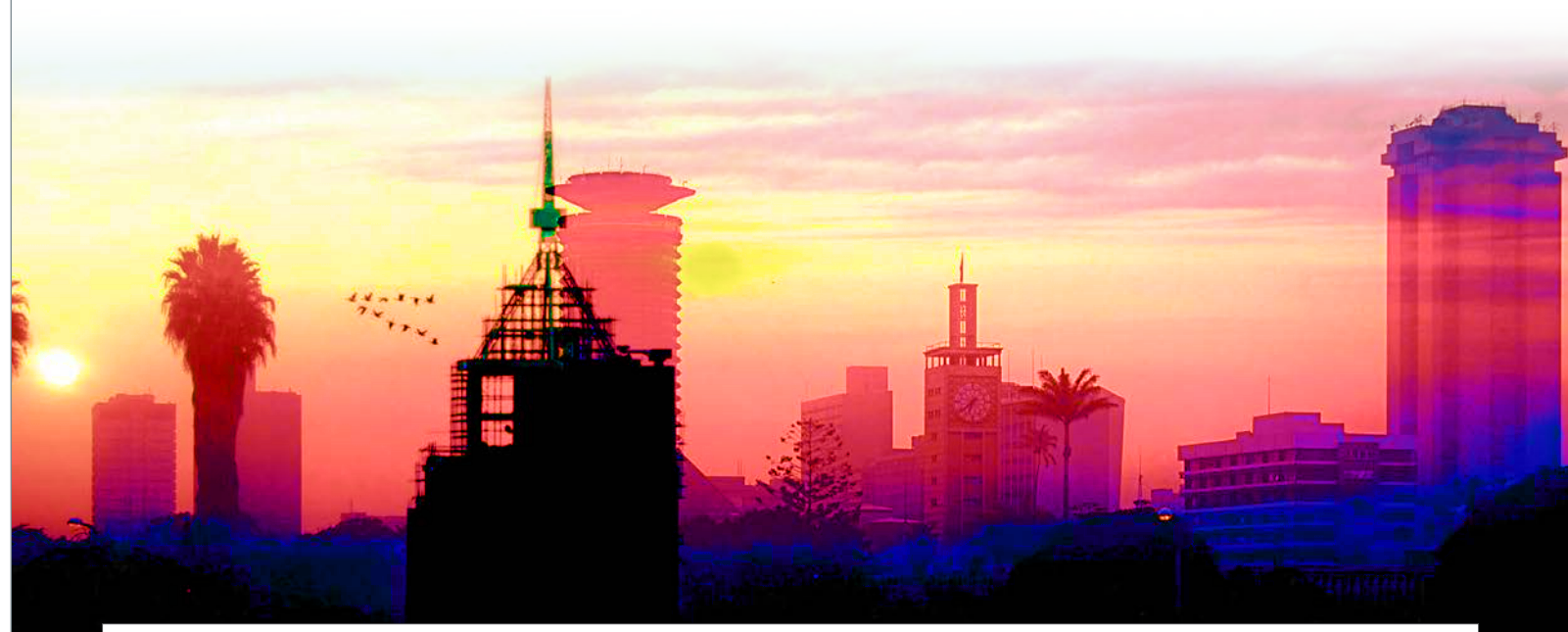
“It was glam, it was glitz, it was go-go-go; we were enthused by the brief and delighted to work with Rainbow and the H&M team.”

It also partnered with Design Indaba for the first time in 2015, and it’s never-seen-in-SA-before floor plan helped the world-class exhibition raise the bar this year. The layout,

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Continued on P13

3D Cape looks set for busy 2016

Continued from P12

which had a triangular footprint as opposed to the run-of-the-mill 90° grid, lent the exhibition a 'designed' look and opened up the space to enhance both exhibitor and visitor experience.

"For example, best expo in look-and-feel to date. Wider aisles made it more upmarket in appearance," says SA Wool's Dalena White.

3D Cape was awarded the prestigious three-year contract for the full infrastructure set up for Design Indaba late in 2014.

The turn-key service provided by the 3D Group company included, among others, overall design of the space as well as way-finding and signage; design and construction of custom stands; provision of the shell scheme as well as free-standing podiums and special areas like the First Editions and Spotlight zones; and all the extra services that exhibitors require such as carpeting, electrics and flowers.

"Design Indaba 2015 covered a total of 7050m² and featured some 280 power points and 150 distribution boards. It attracted 613 exhibitors (280 took the shell scheme – the others custom stands), 674 buyers and over 50,000 visitors," says Keymer.

"During the two-day build, 3D Cape's 70-man strong production team worked with eight electrical teams to bring the expo to life; all were praised for their professionalism and friendly manner."

"Efficient and friendly in our dealings with us pre-show, at our desk and with our floor staff," says Leg Studios; "Super friendly and very helpful," added Party Bunch & Co; and "They were very professional and friendly," concluded Xplore Designs.

In addition to introducing a new layout, 3D Cape also suggested Design Indaba relook the eventing area. This worked in conjunction with the food areas – Design Indaba brought back the food truck concept which proved very successful – to ramp up the excitement and energy within the exhibition hall.

"Obviously, we faced several challenges, most importantly the need to freshen up the expo as well as deliver a big budget feel without necessarily having the deep pockets to dip into.

"Our solution was to take a 'design' approach, to incorporate focal points into the floor plan so that these

could be designed as opposed to just 'being'. It worked really well," Keymer says.

One of the tools 3D Cape uses to give it a competitive edge is EaziXpo, a proprietary project management tool that bridges the communication divide between exhibition organiser, exhibitor and

the supplier to provide a seamless exhibition experience for all three.

Developed locally by a team of information systems experts briefed by 3D's sales and marketing director, Conrad Kullmann, EaziXpo is based on workflow principles and housed in the cloud to do away with the need for the

endless paper trail and complicated spreadsheets of data.

These paper trails have historically proven to be unreliable because of human error. EaziXpo therefore provides an elegant solution for managing all aspects of the exhibition, including money collection for

extra services.

"Simply put, EaziXpo is easy-to-understand, flexible online exhibition management and services ordering system customised for each new exhibition to address its unique requirements," says Kullmann.

"It was developed to solve all the ineffi-

ciencies and irritations that the industry has accepted in the past. Including those error-laden spreadsheets and files organisers use to keep tabs on what each exhibitor has signed up for and stipulated and changed."

"Including endless telephone calls to request exhibi-

tors to complete and return their mandatory forms, including money collection with respect to additional services. And including – my personal favourite – getting the infrastructure supplier the spec and build sheets at the last possible minutes before build-up commences."

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ProAlloy zinc couplers for low weight-to-value low theft risk connection

PLUGS, sockets and couplers that facilitate the connection of electrical cables to mobile mining equipment are high theft risk components and the cost to replace these critical parts is aggravated by downtime and subsequent production losses.

“Couplers traditionally manufactured from brass, leaded gun metal or stainless steel carry a high theft risk due to their extremely high weight-to-value ratio,” says Donovan Marks, Marketing Di-



ProAlloy Couplers from Proof Engineering are 33% lighter than their brass counterparts and ProAlloy Couplers from Proof Engineering present a very low theft risk.

rector of Powermite, a Hudaco company. “Following a three year research and develop-

ment programme, we came up with a perfect solution for industry in the form of a coupler that is manufactured from our patented non-theft ProAlloy material to specification.”

The ProAlloy couplers are manufactured by Proof Engineering, part of Powermite, a specialist supplier of world class components, equipment and systems to the mining, marine, industrial and general engineering sectors in Southern Africa for over 45 years.

In addition to presenting a low theft, these ProAlloy couplers are not only 33% lighter in weight compared to their brass equivalents, but are lighter on the pocket too.

The ProAlloy material is comprised of a zinc, copper and aluminium mix which holds no resale value thus earning the name, non-theft material. “The fact that the mix is contaminated by the aluminium reduces the value from approximately R35/kg to R6/kg and thus cannot be sold for scrap,” explains Marks. He adds that they further assist customers by buying back the metal at R15/kg, “effectively closing the loop.”

“Due to the fact that it is a unique patented alloy, material movement can be controlled between manufacturer, supplier and end-user,” adds Marks. He further notes that the ProAlloy coupler demonstrates material integrity,

Continued on P15

Advanced technology for better performance

LEADING pump manufacturer Mather and Platt has harnessed two quite diverse nanostructured materials to achieve greater durability and efficiency in its new range of horizontal centrifugal pumps.

The two drivers behind Mather and Platt’s technology development are the two objectives every public or private sector entity should pursue in order to be effective and sustainable. Minimising costs and maximising productivity are important contributors to service delivery, and the two critical success factors that Mather and Platt’s new range of horizontal centrifugal pumps, launched 18 months ago, achieve in no small way.

Cast iron and aluminium pumps often suffer from corrosion and/or cavitation as a result of high alkalinity or high acidity. In such instances, a pump’s reliability, efficiency and performance are affected, as well as its power consumption, which substantially increases its lifetime running costs. Minimising performance deterioration is, therefore, a major concern for pump manufacturers and users. The question is, how does one limit or prevent these

constraining factors? **Duplex stainless steel**

The first of the technologies developed by Mather and Platt is the duplex stainless steel horizontal centrifugal pump, manufactured from grades 4A and 4B stainless steel. This type of steel is called duplex as it has a two-phase microstructure consisting of ferritic and austenitic stainless steel grains.

Initially, when molten duplex stainless steel solidifies, it does so as a completely ferritic structure. Then, as the material cools down to room temperature, about half of the ferritic grains transform to austenitic grains, which form layered islands in the microstructure. The result is a mix of roughly 50% austenite pump-casting cold, high-alkalinity seawater through Aquinion’s Roman Bay abalone sea farm corrodes pumps of lesser quality and 50% ferrite.

So, what does this all mean?

Firstly, duplex stainless steels are twice as strong as regular austenitic or ferritic stainless steels. Secondly, it has significantly better toughness and ductility than ferritic grades and, most importantly, it has an excep-

tionally good pitting resistance equivalent number corrosion value of >40, as well as good stress-corrosion cracking resistance. It also functions effectively between -80°C and 300°C. Lastly, duplex stainless steels have a better ability to absorb energy of any dynamic or static state. All of this makes for what the company refers to as a near perfect pump.

For example, a large Gansbaai abalone farm, with its cold temperatures and high-alkalinity seawater, struggled with pump corrosion until it installed five LN type split-case super duplex stainless steel horizontal centrifugal pumps, each with a capacity of 1,250m³/hour to draw seawater under negative suction head from the seawater intake gully. Not only do they have greater efficiency but reduced running costs as a bonus.

Epoxy coating

The second of the technologies, using third party developments in microstructure technology, ushers in a solvent-free glasslike epoxy coating that provides excellent adhesion to metal substrates, including stainless steel, duplex steels, carbon steel, aluminium, cast iron and bronze, as well as specialist alloys.

Any fluid passing through its hydraulic passage is subject to resistance caused by friction, the extent of which is determined by fluid viscosity. Hydraulic losses represent most of the efficiency reductions and resultant energy-consumption increases, which are exacerbated by corrosion and cavitation. The epoxy coating helps to reduce these losses, therefore increasing a pump’s performance.

In choosing the best pump, the liquid’s chemistry, the pump head requirement, sump depth, plant layout and pump capacity requirement are all important factors. If full automation is required, this can be implemented using WIPL’s electronic control gear. Last but not least, as reliability is critical, Mather and Platt pumps are manufactured to ISO 9001 quality certification and backed up by full spares availability and support.

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ProAlloy zinc couplers for low weight-to-value low theft risk connection

Continued from P14

retains its machinability and remains completely malleable. The Zinc product has undergone stringent corrosion tests conducted by Mintek against brass in mining water and results showed that there is no corrosion affect.

To ensure very little or no impact on the environment, Powermite recycles the metal through re-melting which is in line with the company's commitment to a cleaner environment.

The ProAlloy couplers have been successfully tried and

field-tested by a number of blue chip mining houses which has led to the manufacture of ProAlloy plugs and sockets that provide end users with the same benefits as the ProAlloy couplers. The material may also have potential applications in components other than electrical couplers, such as switches, housings and flameproof glands.

Powermite's range of electrical products, hazardous lighting products and components are manufactured locally by Proof Engineering and Ampco under one

roof in a new state-of-the-art manufacturing facility on the West Rand of Johannesburg, that can now boast to be the largest plug and socket manufacturer in Africa. These products are used by mining and industry on mobile generators, pumps and welding machines marine, industrial and general engineering applications as well as on mining machinery operating in underground and opencast mining such as continuous miners, shuttle cars, pumps, tunnel borers and transformers.

Effective maintenance is key to productivity



SEW-Eurodrive Works Manager Peter McEvoy.

GEARBOXES and motors are costly items of equipment, however, if proper care and maintenance is provided, the units will ensure years of productivity and long-term return-on-investment. SEW-EURODRIVE provides some useful tips and advice on how to get the most out of a gearbox or motor.

The benefits of regular gearbox and motor care and maintenance include; extended product lifespan, effi-

cient and cost-effective service, reduced downtime and safer working environments.

According to SEW-EURODRIVE works manager Peter McEvoy, effective care and maintenance means using the correct unit for the correct application, and servicing it according to specified standards and OEM operating instructions.

"SEW-EURODRIVE operating instructions come with every unit, and can

also be downloaded from the internet, and provide the end-user with comprehensive information on operation and maintenance," he explains.

Genuine parts and spares are also essential. McEvoy adds: "This provides the user with the peace-of-mind that all parts conform to SEW-EURODRIVE'S international standards, thereby ensuring a maximised lifespan."

McEvoy indicates that SEW-EURODRIVE boasts an extensive stockholding to ensure minimal turn-around times. "In the event that the part is not available, we are committed to sourcing or importing it," he continues.

What's more, a correctly-specified, high-quality lubricant is vital to the performance of a geared unit. A damaged or contaminated lubricant will severely impact on the performance, lifespan and maintenance costs.

"As part of its value-added service offering, SEW-EURODRIVE South Africa provides clients with a qualified field service team to do the required lubricant change on site and assist in any other ways possible," McEvoy concludes.

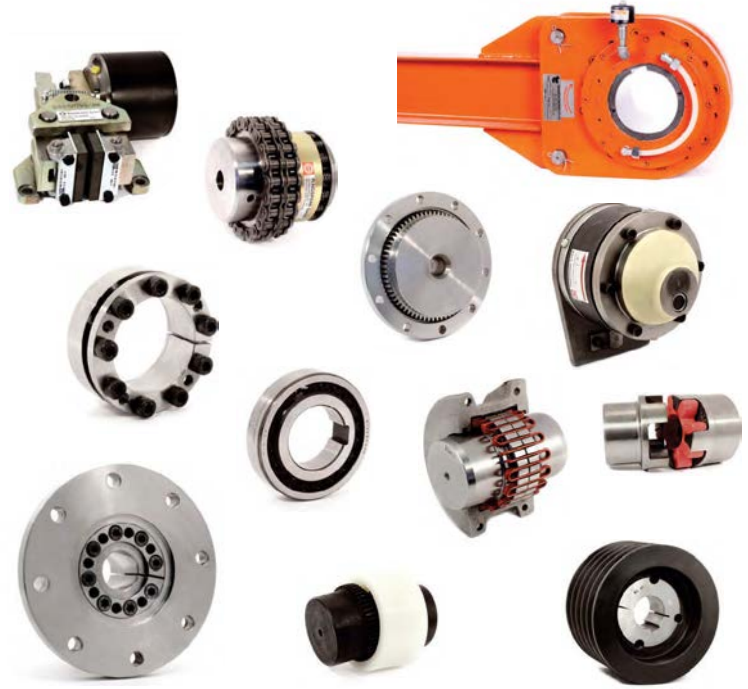
Time interval	Action
Every 3 000 hours of operation – at least every six months	Check oil and oil level Check running noise for bearing damage Inspect seals for leakage Check and replace rubber buffers, if necessary, on units with torque arm
Every three years (At the latest, depending on operating conditions)	Change mineral oil Replace rolling bearing grease Replace oil seal (do not install it in the same track)
Every five years (At the latest, depending on operating conditions)	Change synthetic oil Replace rolling bearing grease Replace oil seal (do not install it in the same track)
Varying (Dependent on external factors)	Touch up or renew the surface's anti-corrosion coating as and when required



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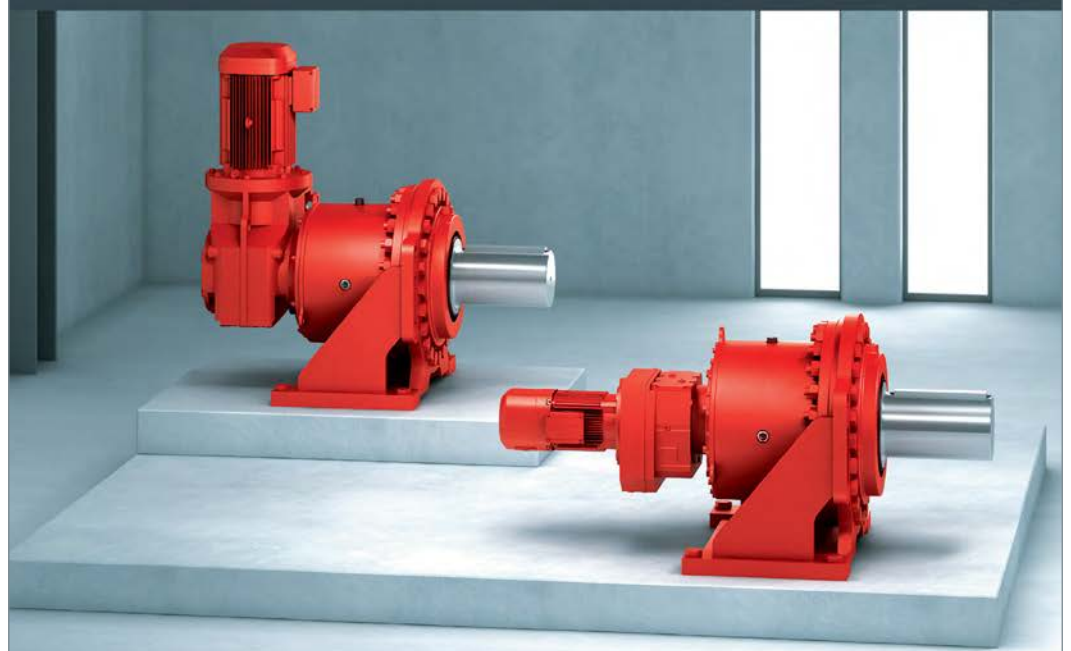
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Saldanha IDZ steams ahead



ON Friday 10th June, the Saldanha Bay IDZ Licencing Company (SBIDZ-LC) held their second annual Suppliers Awareness Day at the Protea Hotel in Saldanha Bay. The purpose of the event was to provide general feedback around enterprise development, the progress of the IDZ's infrastructure and opportunities, as well as the policy changes from National Treasury's Supply Chain Management affecting local businesses. The day saw wide representation from stakeholders from the business development community and was attended by over 100 delegates.

The SBIDZ-LC is the official public entity operator of the SBIDZ, and is mandated to develop the Zone in line with the strategic framework of the South African Government, driven by the National Development Plan (NDP), the Department

of Trade and Industry's Industrial Policy Action Plan (IPAP) and Operation Phakisa and Project Khulisa - results-driven approach programmes to fast-track the implementation of solutions on critical development issues. The Oceans Economy is one area of both Operation Phakisa and Khulisa.

The SBIDZ-LC has plans to develop a world-class Marine and Oilfield Services Hub in response to the global demand for dedicated repair and maintenance ports strategically positioned to service rigs and vessels working off the East and West African coasts.

Supply chain reforms

The National Treasury has issued nine instruction notes for the 2016/17 financial year effective from the 1st April 2016. Of these changes, only three are applicable to businesses and it was these changes

that were communicated to attendees:

- All suppliers who wish to conduct business with the SBIDZ-LC need now to be actively registered on National Treasury's Central Suppliers Database
- Tenders above R500,000 can only be accessed via the e-Tender Portal and the Government Tender Bulletin
- The Commissioner of Oath signed B-BBEE Affidavits are acceptable in the absence of a certified BBBEE Certificate

Abigail Murray, Associate for Enterprise Development says business owners need to take the necessary steps in ensuring that their companies are complaint. She said businesses must remember that in addition to these new changes,

businesses must still be registered on the Western Cape Supplier's Database (WCSD) as that requirement from Provincial Treasury is still in place.

Dedicated and enabling infrastructure

A World Class Oil and Gas and Marine Repair Service Hub requires enabling and dedicated quay-side infrastructure.

The SBIDZ-LC and the Transnet National Ports Authority is developing the land and quay side infrastructure required to unlock the potential of the Zone. Together the state-owned agencies are implementing innovative ways to defy constraints and develop South Africa's Oil and Gas Repair and Maintenance Service industries in line with the South African Government's fast-track initiatives of Operation Phakisa, linked to the National Development Plan.

Civil works on the landside area located towards the back of the IDZ designated area has commenced, and the civil, mechanical and electrical works on the upgraded Saldanha Bay Wastewater Treatment Works is nearing completion. The landside civil works will provide the necessary internal services required before an investor can build and start activity in the Zone, and the WWTW's

increased capacity will absorb the demand from the new businesses in the zone. The new link road and bridge, connecting the back area of the IDZ to the ports side area, over the existing MR559 has been awarded and construction has commenced. In the months to come the SBIDZ-LC will also be requesting bidders for its other infrastructure projects, such as the fencing projects and the access control facility. These will be the focus of more local economic development, where as much as possible will be localized through either targeted procurement or contractor development approaches.

The Transnet National Ports Authority has issued expressions of interest (EOI) for the construction and operation for a 380m and 21m draft Rig Repair Berth 205 and a 1,000m long and 8m draft Ship Repair Mossgrass Jetty, as well as issued an RFP for the newly built 294m long and 6.9m draft Offshore Supply Base currently under construction. The deadlines for these concessions vary and interested parties should go to the Ports Authority's website for further information. The TNPA has also given public notice of the availability of Berth 204 for the oil and gas industry, a good sign of Saldanha Bay being open for business and

geared towards becoming a regional hub for the industry.

Ease of doing business

The Ease of Doing Business Unit has embarked on a project called the 5x5 Voice of the Customer International Global Best Practice Benchmarking to identify, from typical customers of the Oil and Gas and Marine Services Hubs, how to make trading at the SBIDZ easy for them based on their varied and global inputs. The aim is to design a model that is globally competitive.

We recognise that needs vary from government to private sector stakeholders, and across the different roles each plays in the SBIDZ, and so to assist the process we have categorised stakeholders into four main categories, namely, Investors and anchor tenants of the zone, Clients and passing by customers of the zone, Value-Adding Service Providers, and the Workforce and

Business community

These definitions would complement the Freeport regime, currently being formulated by SARS and the dti, which allows access to a suite of SEZ Tax Incentives, including VAT and Customs Relief, Building Allowances, Employment Tax Incentives

and Reduced Corporate Income Tax.

Globalising the West Coast Community

Acquiring the necessary skill set to supply the specialised industry of Oil and Gas requires support and collaboration from stakeholders, and commitment from the West Coast community.

14 learners from Saldanha Bay have successfully completed their apprenticeship in welding, boilermaking and fitting as part of the Artisan Experiential Learning Programme at Armscor Dockyard in Simons Town. These learners are now due for their trade test towards their trade qualifications.

The second phase of the iThemba Short Skills Training Programme will kick off soon and will see over 200 students successfully trained in basic artisanal skills. iThemba which means "hope" consists of a variety of artisanal skills and is funded by the Department of Trade and Industry (the dti) and the Manufacturing, Engineering and Related Services SETA.

The Thuto Apprenticeship and Learnership Training Programs, soon to start will present over 150 opportunities for learners in theoretical and workplace artisanal training and is funded by the Chemicals Industries and Educational Training Authority SETA.



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Business development

The business development unit aims to continue attracting investors into the zone through investor meetings, presentations and exhibitions at key industry events and seminars both domestically and internationally.

The SBIDZ-LC recently attended the Offshore Technology Conference in Houston Texas in May together with the Transnet Ports Authority, the South African Oil and Gas Alliance and the dti. The partnering agencies held investor briefing sessions where TNPA presented the current OSB RFP opportunities. These sessions where well attended and the feedback from the industry was positive.

The Offshore Technology Conference is the largest gathering of offshore energy industry experts, leaders and decision-makers from across the world. The conference happens at NRG Park in Houston annually and this year was attended by over 68,000 attendees from 120 countries.

A first for Nautic

NAUTIC, a Paramount Group company, says it has become the first shipyard in South Africa – and one of the first on the continent – to achieve certification to the revised International Quality Management Standard, ISO 9001:2015.

The Cape Town-based shipyard recently passed its annual ISO 9001 audit and chose not to take advantage of the three-year transition period available to companies to migrate its quality management to the new 2015 Standard.

“Nautic Africa being certified so soon after the release of the new standard, demonstrates how dynamic this organisation is in not wanting to sit back

and wait for 2018 to gain certification,” says SHEQ Manager, Hermoine Manuel.

ISO 9001:2015 represents the first major revision of the quality management system standard in 15 years. “The additional requirements mean there are more checks and balances within the QMS, which brings about increased confidence in our ability to meet customer expectations,” she says, adding that the company is certified by DNV GL, one of the world’s leading certification and classification societies.

Nautic has met all the requirements as set out by the new International Standards and has been audited to verify their voracity to

deliver to the required parameters that include a strong customer focus as well as the motivation and involvement of top management. ISO 9001:2015 emphasises a process approach and continual improvement.

“ISO 9001:2015 introduces a very strong focus on risk-based thinking. This forces us to be more pro-active

in all aspects of the business. In doing so we can ensure repeat business through improved client satisfaction, and new business through an enhanced reputation,” says Manuel, who adds; “We have raised the bar for ourselves. In order to maintain certification, we have no choice but to be excellent in what we do.”



Unlocking Africa

Continued from P2

engineering know-how,) our leadership and our first-hand experience with proactively leading and managing not only change but also the partnership process that deals successfully with this change.”

To effectively manage these processes, Concargo utilises an “Operations Consistency Team” as well as a “Customer Care Team.” These professionals focus on the day-to-day operation of a customer’s business as well as on the potential problems or opportunities a customer may face in the future.

“The solidarity of our joint effort built on open, honest communication and cooperation also enables us to deal with changes, transitions, problems and improvements with greater speed and efficiency.”

“With our customer, we lower total system costs, transform our integrated business processes, facilitate business growth and change

and provide better service and information to our customer and to our customer’s customer. By building a strong collaborative relationship, we believe we can achieve things together that neither of us could alone.”

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Weighing in on SOLAS in South Africa

AS the July 1 deadline looms for the implementation of the International Maritime Organisation (IMO) amendments to the Safety of Lives at Sea Agreement (SOLAS), questions have been raised whether a number of countries including South Africa are ready, writes Dr. Darren Fraser and Mark Fearick.

Gross container weight is a critical variable for all players within the container logistics supply chain. The mis-declaration of container weights globally have resulted in vessel casualties, ship's crew/stevedores being placed at risk and dam-

age to port handling equipment such as shore cranes and lifting gear. The International Maritime Organisation (IMO) adopted amendments to the Safety of Life at Sea (SOLAS) convention (chapter VI, part A, regulation 2), in November 2014 in order to address the problem of container weight mis-declaration.

Recognizing the shore based influence on maritime safety, the IMO SOLAS amendment requires that the verification of container weights be determined by the shipper and communicated to the master and port terminal before

any export containers are loaded on board a vessel. This requirement effectively makes container weight verification a condition for vessel loading and will become legally binding on July 1, 2016.

The reason why accurate weighing of cargo is so important can be demonstrated with this common scenario. A depot packing cargo into containers needs to be certain that the mass of the cargo does not exceed the permissible loading capacity of the container walls and the container roof as laid down in ISO 1496 and the Container Safety Convention

(CSC). The transporter taking custody of the said container also needs assurance of the container weight in order to avoid overloading a truck beyond the carrying capacity of the truck and trailer. The final receiving party of an export container (the port terminal) similarly needs the accurate weight provided in order to correctly stack the container in the terminal facility in preparation for vessel loading. Finally, container weight is critical to the carrier. Container vessel stowage is central to ensuring that the stability of a vessel is not compromised, and accu-

rate container weights are imperative for this.

Reaction to SOLAS across the globe

Internationally various authorities are taking different views regarding the implementation of SOLAS. The US Coastguard (SAMSAs equivalent) has said it will not police the new amendments saying it is a commercial agreement between shipper and line. In Hong Kong the Marine Department will allow a 5% tolerance and will be responsible for the verification of the weighbridge. In the UK, the port of

Southampton is weighing the boxes for a small fee.

The South African Maritime Safety Authority (SAMSAs) has been designated the competent body of state mandated to enforce the SOLAS amendments in South Africa. There has been global concern, in the last six months, regarding industry readiness for SOLAS compliance. Reactions ranging from denial, criticism and acceptance have been expressed by industry groups. Concerns have also been raised over the timing of providing the verified gross mass (VGM) to port terminals and carriers, the availability and accuracy of weighing/measuring equipment and the practical implications of accrediting third parties to approve shippers providing the VGM under the IMO guideline's method two.

Transnet supports the spirit and intention of the SOLAS amendments and has adopted an inclusive approach having hosted and participated in a number of stakeholder engagements held across the country since October 2015. Transnet Port Terminals has even gone so far as committing to go live with SOLAS on the 27th June 2016 with an updated Navis 2.6 version to accommodate the SOLAS requirements. The pre-advance date is being implemented to allow for a cutover period whereby export containers running into the terminal in preparation for vessel loading at or after July 1, 2016 (when VGM enforcement comes into effect) will be compliant.

The bottom line for SOLAS in SA

A number of articles focus on the SOLAS amendments itself without considering the other legislation regulating the verification and communication of container weights and to understand how the international SOLAS amendment contradicts or compliments local legislation? South Africa has legislative provisions for weight declaration under the Merchant Shipping (Carriage of Cargoes) Regulations, 2004. Section 5 (c) stipulates that, '5(3) In preparing cargo units for carriage by ships, the shipper or the forwarder, as the case maybe, must ensure that the gross mass of the units is in accordance with the gross mass declared in the shipping documents. The "Shipper" as defined in terms of this regulation means any person who, whether as principal or as agent for another, consigns goods for carriage by sea. This regulation, in effect since 2004 already

addresses the issue of cargo weight and the necessity of having accurate weight in accordance with shipping documents.

Other published concerns from container industry players regarding the SOLAS amendment have focused on measuring instruments (weighing equipment) as well as the accreditation process and the requirements for SAMSAs accreditation associated with VGM determination under method 2. Irrespective of the method determination of the VGM, measuring equipment in South Africa is subject to regulations in terms of the Legal Metrology Act, 2014.

The new Legal Metrology Act was assented to on 19 May 2014 and operation under the Act commenced on 1 August 2014. Legal metrology in short involves administrative and technical procedures to ensure control of the credibility of measurements related to trade, health, safety and environment. Weight measurement of containers carrying cargo, specifically containers in this case is subject to the requirements of the Act. The Act is enforced by the National Regulator for Compulsory Specifications (NRCS) who among other functions, type approve weighing equipment thereby ensuring acceptable standards of accuracy and repeatability are capable of being maintained.

The IMO guideline circular 1475 and SAMSAs Marine Notice 25 of 2016 both aimed at 'providing a common approach to the implementation and enforcement of SOLAS' in effect reinforce already existing South African legal requirements pertaining to weight declaration and weighing equipment. Merchant Shipping (Carriage of Cargoes) Regulations have, since 2004, had a requirement for accurate gross mass and the Legal metrology Act has stringent requirements with respect to weighing equipment. The difficulty however has hinged on enforcement of these regulations, coupled with almost institutionalized weight determination methods from different industries. Representatives from the fruit industry, for example, have indicated that a fruit carton weight is based on average generic weights which would be used to mathematically determine the total container weight. This is determined by using the number of cartons and pallets packed together with the tare of the container. This method, whilst practical is absolutely inaccurate and exposes the shipper to the risks associated with mis-declared cargo weight.



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Engen continues to take the Red Cross War Memorial Children's Hospital to heart

WHILE the Red Cross War Memorial Children's Hospital in Cape Town is a government facility, in 1994 the Children's Hospital Trust was formed with its primary objective being to raise funds for building upgrades and expansions, new equipment and staff training. This was to ensure that the children of Africa continue to receive the highest levels of care; something the hospital has a proud history of providing.

Engen, a leading producer and marketer of fuels, lubricants and oil-based products, has supported the Red Cross War Memorial Children's Hospital for the past 12 years.

Engen General Manager: Corporate Affairs, Tasneem Sulaiman-Bray says the company's relationship with the hospital dates back to 2004, with R6, 76m contributed to the Trust since then.

"We first sponsored an art competition for the young patients and their artwork was used in our Engen corporate calendar and diary series. All the participants received certificates and gift bags, and a donation of educational equipment and cash was also made. In the same year, Engen collaborated with our holding company PETRONAS on the 'Trek through Africa' expedition, which raised R500,000 towards upgrading the playpark area at the front of the hospital," says Sulaiman-Bray.

Engen's Corporate Social Investment Manager, Mntu Nduvane says that from the outset, Engen took the Children's Hospital Trust to heart.

"In 2005 we sponsored a telethon at Canal Walk which raised funds to purchase incubators for the hospital. Engen also sponsored the outside radio broadcast and our employees volunteered to man telephones over a weekend. The telethon raised R185, 000."

Between 2006 and 2010, Engen donated R4 000, 000 to the Trust to support a wider fundraising campaign to build new surgical theatres.

During 2007-08 Engen, in collaboration with Good Hope FM, sponsored the annual ToyToy campaign and all of the toys, which were also collected at Engen Service stations, were in aid of the Red Cross War Memorial Children's Hospital. In 2008 Engen also donated R35, 000 towards a Christmas party for

the Burns Unit patients and staff.

"Part of our social investment strategy is to focus on issues that are integral and aligned to our business, which is why safety is a key issue for Engen, and in particular Paraffin Safety. Being the paraffin market leader in South

Africa, Engen felt an ethical responsibility to respond positively to the Trust's fundraising call to action to support their Burns Unit. Over the past three years, Engen has continued to support the Trust with annual donations of R150, 000 for Burns Rehabilitation

therapy work," says Sulaiman-Bray.

Chantel Coetzee, head of fundraising for the Children's Hospital Trust says Engen has been one of a handful of donors who have supported the hospital

Continued on P20



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Zest Weg Group panel building facility meets demand for quality and service excellence

IN a move that underlines Zest WEG Group's customer centric business philosophy, the company established a panel building facility in 2014 to cater specifically for the demand from its existing customer base in the Western Cape.

Marthinus Greeff, Zest WEG Group Cape Town branch manager, explains that in addition to providing its local customer base with access to quality products, the facility is aimed at facilitating access to technically competent products at an affordable cost.

The ISO certified panel building facility has seen phenomenal growth which can be attributed to the quality workmanship being rendered and the fact that the panels meet all the requisite electrical standard requirements.

Panels are typically used to control processes across a wide range of industries including mining, water and wastewater, irrigation, HVAC, food and beverage, fishing, engineering and heavy industrial sector.

A large differentiator for Zest WEG Group customers is the level of expertise and experience residing in the team, coupled with the ability to engineer fit-for-purpose solutions. This enables the company to provide the most appropriate process control solution, accounting for all aspects of an installation such as the cooling requirements and protection for environmental conditions.

"The type of environment where a panel will be installed is important as different industry sectors have different safety and protection requirements. An example would be mitigation against the higher levels of potential corrosion



Assembly of a variable frequency drive panel (VFD) under at Zest WEG Group's facility in Cape Town.

that are experienced in the petrochemical sector," says Greeff.

Other factors such as voltage irregularities, which can impact on an installation, can be overcome by ensuring that appropriate protection measures are implemented.

Zest WEG Group panel solutions range from simple DOL (direct online) and Star Delta panels up to complete motor control solutions which could include PLCs, variable speed drives, soft starters and power factor correction.

"An emphasis on custom built solutions that cater for the specific customer requirement is ensured by leveraging the vast experience, expertise and knowledge that our team has amassed over the years in a wide variety of contracts," adds Greeff.

One of the recent customised solutions supplied by the panel building facility was a motor control centre for a mining operation in Africa. These panels were type tested and fully compliant with IEC 61439-2 Edition 1/SANS 61439.

"Given that this panel was being exported cross border, it was essential that the workmanship and quality was of the highest standards and that it would essentially

be a plug and play solution that could be installed and commissioned by a contractor in that particular country. Pre-commissioning is a standard procedure at Zest WEG Group and ensures that high end quality products are delivered to customers," Greeff says.

"Being able to supply a complete range of low voltage type tested Motor Control Centres (MCC), distribution boards, drive panels and starters directly from our Cape Town facility enables us to provide our customers with a complete WEG solution," he adds.

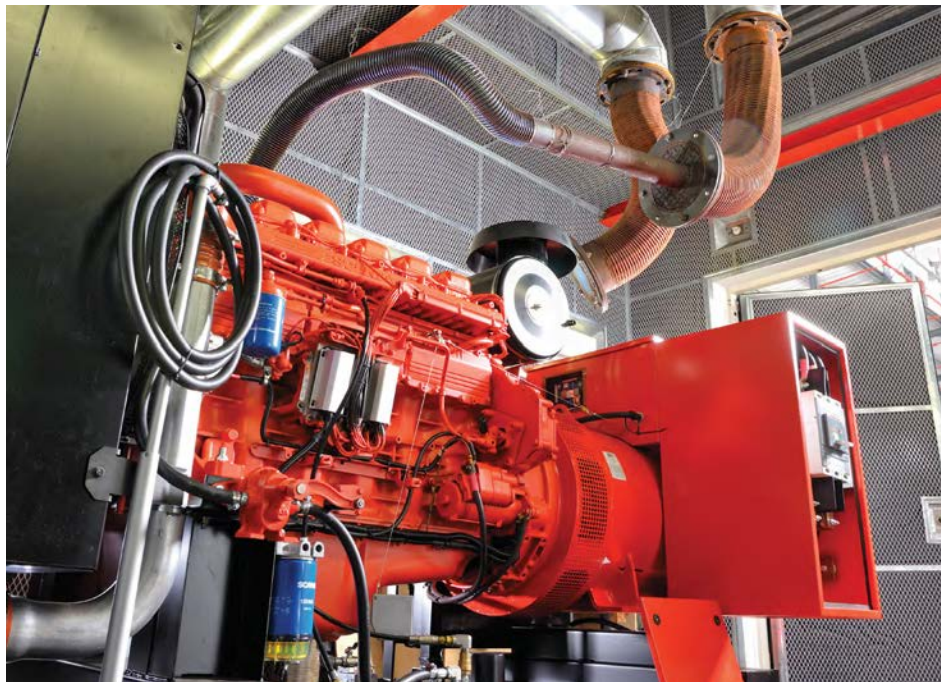
The company has access to a wide range of product solutions through WEG's range of robust and reliable low voltage switchgear and variable speed drives. The products are engineered to work together and this compatibility affords the end user assurance in terms of optimum performance and reliability.

In addition, ongoing research and development at WEG means that the latest technology has been incorporated into its product range, allowing for seamless integration of the latest IE3 motors with WEG's current range of switchgear.

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Diesel generator set housed in a sound attenuated container

Engen continues to take the Red Cross War Memorial Children's Hospital to heart

Continued from P19

for many years.

"An average of 250, 000 children receive care at the hospital on an annual basis and Engen has had a direct impact on ensuring children receive high levels of service in an environment that is comfortable and child-friendly, ensuring staff have the required skills and equipment so that children across the continent receive the

best possible specialist medical care."

Coetzee believes that Engen is a true friend of the hospital

"Engen is passionate about the support they lend us. They are always looking for ways to assist the Hospital. We sincerely appreciate the support we have received from Engen - it continues to

be most valuable."

Twenty-two years since inception, the Children's Hospital Trust is hard at work fundraising for an R100m plus upgrade and expansion of the paediatric ICU at the Hospital. And Engen will proudly continue to support their efforts where possible to ensure that the highest levels of medical care are available to the children of Africa.

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The future of power quality in high definition

THE innovative design of the Elspec G4400 BLACKBOX device series is the most advanced power meter in the market today. The G4400 provides accurate detection and isolation of power quality anomalies for effective preventative maintenance. Its enhanced capabilities are uniquely adaptable to address the individual needs of almost any business or application.

Equipped with PQZIP patented compression technology, it offers the advantages of continuous waveform recordings and records all events on all network parameters for more than a year at 1,024 samples per cycle resolution, eliminating the need for thresholds, triggers, or parameter settings for logging.

However, if required the device may be pre-programmed with any individual parameters during setup for event flagging. Elspec's pioneering measurement method utilises a dual range gain of 2 x 16 Bit to yield, a superior accuracy surpassing IEC 61000-4-30 Class A requirements.

A unique time synchronization algorithm ensures that logged data from multiple units is synchronized and displayed on the same time scale.

Enhanced with remote monitoring capabilities, the G4400 fixed or portable devices are specifically designed to connect via TCP/IP/RTU/GPRS Wireless allowing data to be analysed over any network, from any location.

The BLACKBOX series is also equipped with standard industrial protocols enabling seamless integration with any existing SCADA system and the G4400 Multi I/O

optional module expands the monitoring capabilities of the BLACKBOX with additional digital and analog I/O ports.

The advanced Power Quality Management Software Suite empowers the G4400 with an unparalleled dual data recording capability. It calculates RMS, harmonics and all desired values from waveforms

in post-processing providing the most accurate detection and isolation of PQ anomalies.

The result is accurately analysed data for diagnosis and effective maintenance of equipment.

Elspec's innovative PQSCADA Power Quality Management Suite software simplifies troubleshooting and allows for the

control, configuration, comparison and analysis of time-synchronised data.

This user-friendly system provides easy and timely reporting via its automated reporting capabilities. Reports can be generated according to any customised period and event data is easily exported to either COMTRADE or PQDIF and any other

data formats such as PDF, Excel or HTML.

The fixed or portable G4400 BLACKBOX series is a technological breakthrough providing the perfect PQ solution to electrical utilities and industrial or commercial clients to improve system efficiency ensure a reliable and consistent source of energy and reduce costs.



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Britain's renegotiation of economic relationships could spell new opportunities for entrepreneurs

By Trudi Makhaya,
Mercantile Bank
consulting economist



THE climate for entrepreneurship has been challenging for some while, and the success of the 'Leave' campaign in the British referendum on European Union membership has introduced further uncertainty in global markets. While it remains to be seen what impact this move will have on South African

trade with the UK, this might surprisingly open up new business opportunities that may otherwise not have been possible under EU membership.

Entrepreneurs should look out for expansion opportunities as Britain renegotiates its economic relationships with the rest of the world, which might see it seeking to strengthen ties with former Commonwealth countries such as South Africa. Entrepreneurs who have built business relationships with global companies based in the UK will now need to follow those relationships to cities such as Paris and Frankfurt, as London loses some of its importance as a global business centre.

Economic developments in June highlighted the prevailing climate of economic uncertainty

both locally and globally. The country emerged with all three credit rating agencies holding fire and leaving the sovereign credit risk ratings as they are. However, economic growth has slipped into negative territory. Brexit has muddied the waters further, throwing the markets into turmoil and casting a shadow over global growth prospects, trade and investment flows, and economic policy.

Implications of Brexit for South Africa

The UK makes up about 3% of South Africa's trade with the rest of the world according to SARS trade data for January to April 2016. This is not enough to make a big dent in the country's trade balance. However, the investment relationship be-

tween the UK and SA is far more significant.

As of December 2014, data cited by the South African Institute of International Affairs shows that the

investment relationships are now managed on a country to country basis, thus Brexit is less likely to be a factor in affecting these relationships. However, investment

This might surprisingly open up new business opportunities that may otherwise not have been possible under EU membership.

UK invested R730bn in foreign direct investment in South Africa (representing nearly 60% of R1.2tn - total EU direct investments in South Africa) and R780bn in portfolio investments (representing more than 57% of R1.4tn - EU's total investments in South Africa.)

The UK is a very significant investor in South Africa. South Africa's

flows will be affected by the uncertainty that emerges from Brexit, particularly portfolio investment flows.

There are three possible scenarios:

- An orderly, but slow, exit where the EU and UK are able to negotiate and agree on a new set of mutually beneficial arrangements, with

minimal impact on South Africa.

- A messy exit would see conflicts within the UK, and between the EU and the UK, creating global uncertainty, which spills over into South Africa.
- In the third scenario, UK politicians find a way to back-track from the outcome of the referendum.

The scenarios all suggest increased political risk in the UK, which will put pressure on the Rand (as the dollar strengthens,) investment flows to South Africa (as investors flee to safety) and the prospects for a growth rebound in South Africa. Political risk will also emerge from other European Union countries such as France where initiatives to hold refer-

endums on withdrawal are gathering pace.

On the positive side, the SA/UK trade relationship is fairly limited and can be safeguarded despite Brexit, especially if the UK remains part of the European Economic Area or it turns to renewing ties with its Commonwealth peers. Global central banks have pledged to accommodate uncertain economic climate by keeping fairly loose monetary policy. The US Fed is unlikely to raise interest rates this year. In the flight to safety, the gold price and gold stocks stand to become beneficiaries.

Clearly these are uncertain times and we may need to adopt a wait and see approach. That being said, within all uncertainty lies opportunity.

Considering selling your business?



WHILE there is plenty of information available on starting a business venture there is little advice on how and when to exit your business. So

what happens when it is time to retire, diversify capital, or just make a lifestyle change? How do you maximise the return on your 'sweat

and tears' and financial investment over the years?

"There are very important decisions a business owner must

make, and it is vital that a qualified and experienced professional be appointed to advise on the transaction," says George New of Horizon Capital Corporate Finance, a Cape Town-based, 'boutique' corporate finance house, specialising in the sale and acquisition of medium-sized enterprises.

Selling a business can be a very complex and time-consuming proposition with many issues to address. George touches on certain of these issues:

- Timing the sale of your business in terms of your personal - or the business's - life cycle is critical.

Sellers must take into consideration that a buyer may want you to stay on in the business, as a shareholder or not, for up to two years in an energetic and engaged manner. Sound advice is not to procrastinate on initiating the sale process for too long as the successful sale of a business can take time.

- A business can be sold under different types of sale agreements each having very different tax, legal and accounting implications. Which is the optimum vehicle to use to maximise value for

both parties?

- Businesses can be valued by price/earnings multiples, Net Asset Value and/or by means of a Discounted Cash Flow - which is most applicable to your business? What is the market related value ie. how much will a potential buyer be prepared to pay?
- Business sellers must fully understand the deal structure and its implications, as well as any earnings warranties or other guarantees.
- The buyer should be a good strategic and cultural fit to ensure synergies are

maximised. In most cases the seller will stay on for a period of time and so needs to get along with the new owners in terms of goals, objectives, ethics and values.

With the current tight economic scenario and limited growth and investment opportunities Horizon Capital Corporate Finance is actively looking for businesses for buyers - be they corporates, medium enterprises or private investors, across all industry segments.

George New adds, "Horizon Capital provides a full turnkey solution for the seller from the initial preparation of the business to the facilitation of the purchase payment. The service commences with Horizon Capital attaining an understanding of your business as well as the owners personal objectives; it assists in preparing the business for sale, wholly or partially; undertakes a valuation of the business; prepares a comprehensive information memorandum and approaches potential buyers in a discreet and selective manner; identifies the optimal deal structure and negotiates a 'fair' price; thereafter overseeing the preparation of the sale agreement and supporting documentation as well as facilitating the payment."

All transactions with potential buyers are governed by confidentiality agreements to protect the interests of all parties.

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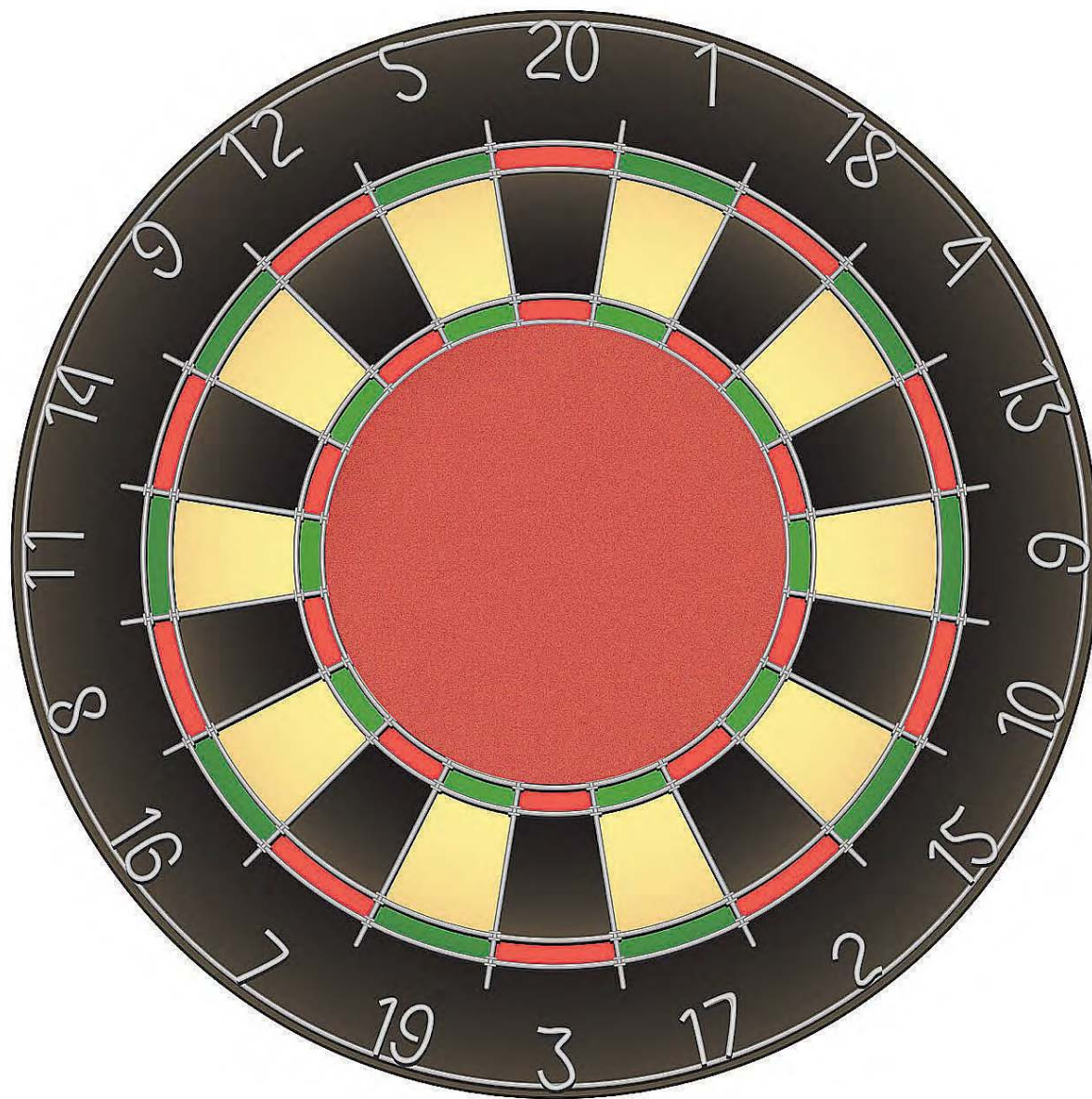
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Should you be considering the sale of your business, or seeking acquisitions, please contact our Corporate Finance team on 021 425 8586 for a confidential chat.

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Discover how Manitou meets market demand with customer-centric focus at EMA 2016

DELEGATES visiting Manitou Southern Africa (MSA) at Electra Mining Africa 2016 will discover a lot more about the company's superior aftermarket service and support offering.

Market demand has seen a proactive increase in Manitou's aftermarket offerings and led to its customer-centric approach. Putting customers at the centre of Manitou's activities has resulted in an increased and improved service offering, tailored to aid customers with their bottom line. Included among the increased services is Manitou's innovative short-term rental offering, up to 24-months.

Manitou's customer focus at the exhibition will be complemented by recent machine and attachment innovations on display. Each has been tailored to reduce customer costs, achieved through increased machine versatility, resulting in faster operations, improved uptime and increased safety.

Get to know and understand Manitou Southern Africa's developments at stand number OS1: C13 and C16 where MSA and dealership representatives from its 14 dealerships across the country will share interesting and detailed information on:

Latest innovations

Get comprehensive information while discovering more about Man-

itou's newly introduced cost-effective, timesaving, safety-enhancing, production-increasing innovations when you visit them at EMA 2016. A few of these exciting developments, in summary, are:

- Enhanced 28 ton conveyor belt handler attachment: proven to reduce mine conveyor belt handling time from days to hours;
- 16-ton tyre handler attachment: a 5 ton improvement on its 11 ton predecessor, significantly reducing tyre-changing time for tyres of all sizes, contributing to increased uptime;
- Upgraded Manitou 35 ton tow tractor: designed for underground use but also fully adept in aboveground mining applications. It can be built to mine and flameproof specifications.
- Improved flameproof and mine spec equipment: originated, engineered and developed in SA since 2003, so successful that they are now manufactured in Italy for the worldwide market;
- A comprehensive range of attachments all designed to increase machine versatility and reducing costs to customers.

While not a recent innovation, Gehl has

developed bigger and better versions to complement its articulated loaders range to cater to customer requirements. The new models are the Gehl AL 650 and Gehl AL 750 with rated operating capacities of 2,800 and 3,300kg respectively. The latter will be showcased at this year's EMA.

"In addition to developing cost-effective machinery and equipment, after delivering the required equipment, standard or customised, we focus on providing customers with exceptional aftermarket support," says Lindsay Shankland, Managing Director, MSA.

"Our aim is to ensure they get the best value for money through effective equipment maintenance and support, long after the original purchase or rental agreement."

Aftermarket offering

MSA's service and maintenance contracts form the bulk of its aftermarket offering, which are provided 24/7 in-line with industry standards, and offered by each of Manitou's 14 dealerships countrywide and over border. Full details of MSA's improved aftermarket service offering will be disclosed at EMA 2016, but in summary Manitou offers:

- Short-term rental fleet: a service offering innovation that began in September 2015 with 11 ma-

chines only, and has subsequently grown to a fleet of 35 machines in under one year. The fleet comprises telehandlers, access platforms, skid steers and track loaders, forklifts and rough terrain forklifts, so you have the equipment you need when you need it.

- Extended warranty: Manitou's extended warranty has been further extended to 60 months, providing additional peace of mind for customers.
- Rapid response: for critical breakdowns Manitou technicians are positioned to respond within four hours, dependent on geographic limitations.
- Spares: a 95% stockholding of all movable parts ensures fast turnaround times from order to delivery, minimising equipment downtime.
- Service contracts: basic services including parts replacement, which also helps customers, keep in-line with warranty requirements.
- Full maintenance contracts: includes all parts, all labour and all travelling with a guaranteed cost for five-years or 12,000 hours to negate excessive inflation.
- Finance packages: a long-standing

Continued on P26

SKF solutions for conveyor efficiency

ACCORDING to the company, SKF's range of bearing, seal, lubrication, alignment and housing solutions optimise conveyor performance and efficiency by enhancing component reliability and extending equipment life. Great demands are placed on conveyors operating across diverse industries, which are required to perform the essential task of transporting a wide range of materials. Alongside high performance, conveyors in the light processing sectors (such as food and beverage) must also deliver enhanced product safety. Mines and quarries are increasingly expecting conveyors to move a more gruelling mix of bulk raw materials reliably.

Components such as engines, gearboxes and idlers on bulk conveyors are placed under severe strain during the transportation of abrasive material (raw coal, iron ore, etc.) under extremely harsh conditions that challenge their reliability. Most plants, whether in the light or bulk material handling sectors, are forced to drive down energy consumption and emissions in order to ensure sustainable operation and profitability while remaining environmentally responsible. Thus increased productivity and reduced costs are key drivers for end-users who look for improved performance, reliability and efficiency

in their conveyors. To meet end-user demands of realising substantial savings in operation and maintenance, SKF believes that equipment performance and lifespan can be maximised by evaluating the entire conveyor system as opposed to only addressing the performance of larger systems. By working closely with conveyor OEMs (Original Equipment Manufacturers) and customers, SKF plays a key role in optimising conveyor operation. Drawing on a century of experience in bearing and rotating product and service solutions, SKF offers components that have been specially designed and engineered to assist conveyor OEMs in meeting these challenges.

With literally hundreds of bearings in all rotating equipment operating on conveyors including pulleys, idlers, drive motors, etc., SKF's *bearing technology* makes a vital contribution to cost savings with its highly efficient, low friction range of bearings that cut frictional torque, thus reducing energy consumption by as much as 50% (depending on application.) Furthermore, bearing life can be increased to give a profound reduction in energy savings which will have a positive impact on energy consumption and lead to lower total cost of ownership.

SKF's latest high-performance *seals* provide

optimum protection against contaminant and moisture ingress. By providing low levels of friction and retaining the lubricant, a correctly specified sealing solution from SKF will substantially extend bearing service life.

SKF conveyor component engineers have worked closely with OEMs to address premature conveyor chain and bearing failure caused by proven ovens, high pressure wash-downs and humid operating conditions typically found in the food and beverage industry. Moisture, water and cleaning fluid that creep into bearings reduce lubrication which can increase the risk of product contamination, causing premature bearing failure and leading to unnecessary maintenance and re-lubrication costs. This collaboration has led to the development of an efficient air-assisted *oil projection lubrication systems* which ensure reliable and effective lubrication of conveyor chain. Volumetric piston pumps precisely deliver a metered volume of lubricant to the points of friction while the chain is in operation and a control unit can be pre-set to the preferred timing for lubricant application. Accurate oil projection prevents lubricant waste and reduces environmental and operator safety issues created by excess oil. The chain does not need to be stopped for re-lubrication, increasing productivity.

In addition to a reduction in downtime and maintenance costs, further benefits of using SKF's lubrication systems include reduced energy consumption and extended service life due to decreased chain wear and reduced friction. An air-assisted oil projection lubrication system in food and beverage applications, also helps support the HACCP process in producing safe food by preventing contamination from the lubricant.

SKF's range of *laser alignment tools*, ranging from advanced geometric alignment to basic belt alignment lasers, offers precision conveyor alignment that delivers numerous benefits: An extremely smooth start-up with only minor adjustments needed in order to be fully productive, greatly reduced risk of belt damage during commissioning and training, extended operational life of idlers and pulleys, and considerable reduction in commissioning times compared to conventional belt tracking methods where idlers have to be adjusted continuously in order to train the belt along its pathway.



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Global SA crane group reaches half-century

CONDRA, South Africa's home grown global crane manufacturing group, turned 50 on June 24, half a century after modest beginnings as a local drawing office based in Braamfontein.

Today, the group has factories on three continents producing hoists, end-carriages, single girder and double-girder overhead travelling cranes, portal cranes, bridge cranes and cantilever cranes for markets worldwide.

Founder Josef Kleiner remains group owner, with the company being family managed. There are no external shareholders.

Underpinning this remarkable success story is a very tight focus on quality and rugged reliability. Overhead cranes are designed and assembled to specification from hoists, drives, end carriages, brakes, gearboxes and some 250 other sub-assemblies produced in-group. Two lines of hoists are manufactured in a number of standard models suited to most mining, industrial and general applications, from 1 to 500 tons. Motors are bought from external suppliers.

Condra's evolution from local drawing office to global manufacturing group began with the development of the company's first manufactured components in 1971, and the production four years later of one of South Africa's first locally manufactured hoists.

Rapid growth followed, necessitating a move in 1976 to premises in Elsburg, south of Germiston, which remained home for more than 30 years, the original factory and office space doubling over that period of time to allow for the development and introduction of a new range of hoists in 1985. A second range was launched in 1997.

The need for yet more space became apparent during 2006 when the company began manufacturing very large cranes for the mines at Sishen (capacity 150 tons) and Tati (capacity 145 tons) along with a glut of machines of more standard size. Land with an area of 22,000m² was bought in Gosforth Park, Germiston, and factory space of 9,000m² was custom designed, built and occupied in 2008.

Transformation from a single entity into a group then followed. Appointment

as South Africa's sole distributor of the Hitachi range of electric chain hoists was announced in 2009, followed quickly by the formation of the first overseas subsidiary, Condra OOD of Pazardzhik, Bulgaria.

Today, entities in the Condra group number nine, with two manufacturing companies in South Africa, one in

Chile, one in Bulgaria, and five other associated firms. The parent company and main manufacturing facility remains headquartered in Germiston.

Cranes are designed and manufactured up to and including heavy duty Class 4, and to the standards of ISO, GOST and other internationally recognised quality

control bodies.

Condra's stated intent for the future is to continue to focus on high product quality and lower overall useful lifetime costs for sustainable competitive advantage.

Expansion of the global distribution network is to continue, but without targeting growth for its own sake. Group

management is actively courting reputable, respectable companies that can help achieve this.



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Discover how Manitou meets market demand with customer-centric focus at EMA 2016

Continued from P24

Manitou offering incorporating both lease and rental packages helps customers get the equipment they need at the most affordable option.

“Our customer-centric approaches with an increased focus on after-sales service and an aftermarket offering has helped MSA achieve significant growth,” Shankland elaborates.

“We have outgrown our current premises and the opening of our new premises coincides with Electra Mining Africa

2016. These premises, comprising 15,000m² in Chloorkop, Gauteng, are also tailored to customer service with no less than 4,980m² dedicated to workshop facilities and a 5,000 m² warehouse to be completed by 2018.

Production collaboration

Also to look forward to at Manitou’s 2016 EMA stand is participation by some of Manitou’s partners. These partners work in collaboration with Manitou and contribute to developing some of the unique in-

novations designed and developed by Manitou. Some of these partners include Jewell Mining for flameproofing; 5DT, the simulator training and virtual reality experts; and Dynabolt, working in conjunction with Manitou to develop roof bolts and drilling machines.

Discover more about Manitou’s aftermarket service to benefit your bottom line, and the latest mining machine and attachment innovations at Electra Mining Africa 2016, stand OS 1: C13 and C16, from 12 – 16 September.

New truck fleet confirms Stellval’s dominance

THE activities of Cape Town’s self proclaimed oldest transport logistics, mobile crane and container handling business, Stellval Crane Hire, have taken a giant leap forward with the acquisition of eight state of the art Mercedes Actros 26/46 mechanical horse units.

Established in 1972 as an off shoot of the highly successful Union Steel company, this family-in-business enterprise provides a full range of lifting, handling, access and logistical services to a diverse range of clients and customers throughout the Western Cape.

As can be imagined with 44 years’ experience in the handling and logistics business, Stellval have amassed huge expertise in lifting and moving goods and boast the largest fleet of container lifting equipment in the Western Cape with lifting capacities of up to 50t.

Stellval CEO Sevi Pa-



panicolaou explains the significance of the new vehicle fleet and the switch to Mercedes as a preferred supplier.

“Transport logistics and container handling is a highly competitive business where the customer is king and demanding of the very highest level of service and expertise” she says. “Reliability coupled with performance is the cornerstone and over the years we have honed our business model to a point where our requirement for state of the art, dependable prime movers is not just a nice to have but an absolute necessity if we are to maintain

our reputation of being the number one company in the short- to medium-haul handling and logistics business.”

“The full maintenance lease back package offered by Mercedes coupled with a very attractive financial deal with the proven reliability, ideal performance characteristics and cost effectiveness of the Actros vehicles made the decision easy when the time came to upgrade our fleet,” she says. “We also like the Fleetboard software feature which scores of driver’s performance, keeping them on their toes and ensuring proper and safe operation

of our asset.”

“Our business is diverse – from crane hire, container handling, access equipment, logistics and rigging – so we needed a truck tractor unit that could fulfil all those functions of our short- to medium-haul operations with reliability, minimum downtime and low running costs.”

Stellval operate from 17,000m² site in Epping, shared with the Union Steel business and its facilities include a 3,000m² mini holding depot where customers containers are stored and a fully equipped workshop which maintains its trailers, container handling and access equipment on a round the clock basis.

Jose Monteiro, Stellval’s Business Development Manager adds, “The mini holding depot initiative optimises our container handling operations and allows clients to temporarily ‘park’ their full or empty containers in safety and security thus avoiding port congestion and excessive demurrage charges yet still get access to them within a few hours.”

This is particularly relevant with the introduction of the new regulations where the gross mass of vehicle have to be confirmed using an accredited and certified weigh bridge, often leading to delays caused by congestion.

“Although we concentrate our activities in the region we know best, we are able through a well-established and reliable network of partnerships to offer logistics and handling services of virtually any commodity to clients and customers, anywhere nationally and internationally,” he concludes.

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Weir Minerals launches Trio TP cone crusher range

WEIR Minerals has announced the global release of its Trio Top Performance (TP) cone crusher range to the mining and construction aggregate market. Combining aggressive crushing action, high crushing force and high power, this new generation of top performing cone crushers takes the user to the next level of cone crushing.

“Throughout Weir Minerals, we strive to provide customers with the best possible equipment to meet their crushing needs, which is why we developed the Trio TP cone crusher range,” Kurt O’Byrne, global product manager for crushing and screening at Weir Minerals, says. “The new TP cone crushers operate at a higher speed than their predecessors which provides higher reduction with better shaped material.”

These compact, robust crushers are built with advanced cone crusher automation technology to ensure continuous high performance and application versatility. All Trio TP cone crushers feature a steep crushing chamber angle, a large crushing stroke and optimum speed to deliver a finer product through increased interparticle comminution.

“Safety has always been the number one priority for Weir Minerals, which is why our Trio TP cone crusher range is designed with self-protecting features to help achieve high levels of mechanical reliability under severe operating conditions whilst ensuring the safety of both operator and equipment.”

“Typically cone crushers are operated with high tension belt drives that are inefficient, require frequent maintenance and also become OH&S entanglement risk zones. Our engineers at Weir Minerals recognise the importance of energy efficiencies and reducing operating costs. With this in mind, they designed a reliable direct drive option for cone crushers. The direct drive system can be combined with a Variable Frequency Drive to further optimise crusher performance, resulting in significant energy savings.”

The Trio TP cone crushers’ unique combination of high flow, high pivot point, large throw and large head diameters results in superior performance.

All Trio TP cone crushers are fully instrumented with advanced lubrication and hydraulic systems, allowing customers to monitor vibration, motion, temperature, flow and pressure.

For the customer, the

advanced Trio TP cone crusher range delivers high performance, safe and mechanically reliable crushing.

“At Weir Minerals, our reputation for quality engineering and exceptional service is second-to-none.

Combining decades of experience with innovative designs and the highest quality materials, we believe that our Trio TP cone crusher range leads the industry in terms of reliability, productivity, ease of operation

and maintenance.”

The entire Trio TP cone crusher range is backed by the Weir Minerals Services network, operating in over 70 countries across the globe and is available locally from Weir Minerals Africa.



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Reliable, maintenance-free cable reeling solutions from Powermite

POWERMITE, a division of Hudaco (Pty) Ltd, is a mechanical and electrical engineering specialist that leads the Southern African market in the supply of superior, reliable and economical cable reeling systems to meet both customer and application requirements. Cable reeling systems are responsible for the laying down and retrieval of cable in applications where a predetermined length of travel and a fixed amount of cable is connected to a fixed point while a moving point travels over a fixed line, rail, ground or height at a set speed.

These reeling systems carry a variety of cabling (medium voltage, low voltage and milli power, control, fibre optic/data and composite cables for data and video supply) as well as water, air and hydraulic hosing. The

system must keep the correct tension at all times to prevent damage during operation and to keep the cable out of harm's way.

The cable reeling systems, supplied through Powermite's materials handling division, are extremely versatile.

"Our cable reeling equipment is manufactured in a variety of materials including, painted steel, stainless steel, and hot dip galvanized surfaces, to suit a wide range of applications such as indoor, outdoor, dusty, corrosive or specific environmental conditions," states Donovan Marks, Marketing and Sales Director.

"The length of the systems can be increased or decreased as requirements deem fit and they can be applied to low speeds (5m/min) or high speeds (120m/min) over

distances ranging from 1m to over a 1000m."

Over the past five years, Powermite has supplemented its renowned spring driven, torque motor and permanent magnet clutch drives with Variable Speed Drive (VSD) technology that enables all the drives to provide a constant torque to ensure the cable is protected and kept out of harm's way during winding and un-winding functions.

By utilising the anti-runback bearing/braking resistive-based drive systems, Powermite achieves tremendous success with system reliability.

"Our systems continue to run regularly over several years in extremely robust environments," affirms Marks.

The main gearbox unit located inside the motorised reeling drum carries the slip ring assembly, the spool and the drive units. Due to its supporting function, the specification of the main gearbox

Continued on P31

Goscor Lift Truck is SPAR's Equipment Supplier of the Year

LEADING warehouse equipment supplier Goscor Lift Truck Company (GLTC) has been named SPAR's 2015 Equipment Supplier of the Year and according to GLTC MD, Darryl Shafto, this has to be the most important accolade ever received by his company. "SPAR obviously has many suppliers with many of them much bigger than we are. It is therefore a monumental privilege for us to have been singled out in this manner," he says.

SPAR Group logistics executive, Trevor Currie, says that the award was well deserved. "It's not just the quality of the product or of the after-sales support that makes the difference with Goscor, it's the complete package. They are prepared to go the extra mile not only to help ensure excellence in our logistics division but also its cost effectiveness in the long-term. They are a partner in our business in the truest sense of the word," he says.

On the question of value Currie says that al-



SPAR and Goscor - a great team.

though the capital price on Goscor' equipment is usually higher than their competitors, Goscor has consistently delivered on the promise of achieving the lowest total cost of ownership over the equipment life. "In SPAR's business this boils down to the cost of moving a pallet over the life-time of an individual materials handling machine and, in this regard, the SPAR-Goscor partnership has managed to create an enviable level of efficiency in the ware-

house through constant and consistent operational cost reduction," he says.

GLTC Sales Director Patrick Barber says that from the outset GLTC's relationship with SPAR was unique. "The capital investment for SPAR was certainly higher with us than it would have been with most of our competitors. But we learnt very quickly that they completely understood the lifetime-cost concept," Barber says.

He adds that oper-

ational cost reduction has been achieved through focusing on a cluster of activities like driver assessment, intrinsic fleet management and, of course, the highest levels of service and maintenance.

Currie says that one of the most impressive characteristics of the Goscor team is its willingness to listen. "We have a protocol whereby we measure the performance of our suppliers on a quarterly basis. Goscor has consistently achieved the highest ratings for these service/quality assessments. One of the reasons for this is that they are prepared to listen when things aren't going one hundred per cent and to make the necessary changes immediately. This is a trait that makes all the difference, Currie says.

SPAR is experimenting with outsourcing the entire materials handling equipment (MHE) workshop management in various DC's - a function that has traditionally been handled in-house - to Goscor. "We started in Nelspruit and on comparing costs found that Goscor did it in an efficient and cost effective manner whilst still achieving the high levels of productivity required. Based on this Goscor has now taken over in KZN and things are going well there too.

Shafto says that the bottom line is that there is a mutual respect between SPAR and Goscor. "We've been true to our promise in delivering the lowest cost of ownership across the fleet of our MHE and they have, in turn, allowed us to do what has to be done to achieve this. Often nit-picking micromanagement can destroy potential and fortunately this type of management is just not part of the visionary company that is SPAR. "It is a thoroughly professional organisation and this award is hugely meaningful for each and every one of us at Goscor Lift Truck Company. We are deeply grateful for it," concluded Shafto.

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Konecranes introduces the BOXPORTER RMG



BOXPORTER is built on a modular design approach that provides the efficiency benefits of standardization while giving the customer great scope for tailoring with optional features.

ON the 14th of June at the TOC Europe exhibition in Hamburg, Germany, Konecranes introduced a new Rail Mounted Gantry crane (RMG) to the world: the BOXPORTER. The company says that the new crane offers the clearest view in intermodal container handling with its "smarter cabin," which gives the operator superb visibility and comfort. It also gives the operator an extended view to truck and train loading and unloading and container stacking thanks to video and control information displayed on the cabin monitor.

Konecranes has been delivering Rail Mounted Gantry (RMG) cranes to intermodal operators for many years including to three 350kg RMG's to Transnet in Gauteng. The new BOXPORTER RMG is the result of customer feedback and systematic study of field use conditions. BOXPORTER is built on a modular design approach that provides the efficiency benefits of standardization while giving the customer great scope for tailoring with optional features. The goal is a fast delivery time, high container handling productivity, excellent reliability, low maintenance and long service life. There is also an evolution path to remote operation and full automation.

The clearest view in intermodal

The intermodal container handling environment has special requirements for lifting equipment. A core requirement is excellent visibility. The greater the crane operator's ability to

see clearly from the cabin, the greater his ability to perform his work safely and productively. BOXPORTER offers the clearest view in intermodal, thanks to its "smarter cabin" offering clear sightlines and its cabin monitor that extends the operator's view to the handling action with an advanced user interface derived from Konecranes remote operating station technology from Automated Stacking Crane systems.

Top productivity

An intermodal RMG needs to be very productive and BOXPORTER meets

that requirement with its Active Load Control (ALC) system. ALC is an integrated sway prevention and fine positioning system that allows the operator to move the spreader, not the crane, when carrying out most loading and unloading tasks.

Unique remote service strength

The BOXPORTER RMG comes with TRUCONNECT, a remote service that brings together the relevant crane usage data for informed decision-making through a single graphical interface, YourKonecranes.com.

Riding dirty

"I was walking towards a meeting at a site recently," says John Valentine Director at Real Telematics, "when a forklift came whizzing past and just narrowly missed hitting me, even though I was wearing the relevant safety, reflective gear and was in the designated walk area. I've always had an aversion to becoming a hood ornament," says Valentine. "I was only able to observe one more thing before the driver vanished around a corner. He was possibly the dirtiest individual I had ever seen on a forklift. I assumed that he had had a recent industrial accident of some sort, as he was literally coated with what appeared to be oil and grease, which was actually dripping from him and the machine as he drove."

"My concern was the flagrant disregard for Health and Safety. The dripping material would cause patches where machines and people could easily slip and injure themselves. Also, because his hands were so coated and slipping on the steering wheel, I assumed that this was the reason he so narrowly missed adding me to a statistical safety report."

"Unfortunately, this was a new site so the forklifts there had not yet been fitted with Real FMX. Had they

already been fitted we would quickly have been able to ascertain the identity of the driver and machine concerned by using the Driver ID facility. We could even have immobilized the machine if it was still in use and brought it to a halt safely for further investigation," says Valentine.

"In fact, we could probably have also been able to backtrack on the other exceptions and identified the Impact severity on whatever he hit, the speed



at the time, the gear he was in etc. Real FMX is one of the few systems that has built-in memory capacity and does not immediately overwrite memory in areas

of poor coverage," comments Valentine.

"The overall point is that Management Systems are no longer

Continued on P30



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New management strengthens DDL's position

DDL Equipment, a leader in docking solutions and productivity doors, with over 40 years of material handling industry experience has strengthened its market position since its incorporation into the private equity investment company, Helikoan Investments (Pty) Ltd.

Helikoan Investments is a majority black-owned private equity investment company with a wide experience of manufacturing and logistics. The company says its management and capital investment in DDL now repositions it as the only supplier in this industry sector that boasts a 51% BEE shareholding with a Level 2 rating.

Tried and tested international brands

Managing Director, August Winter explains that DDL Equipment's close relationships with internationally recognised manufacturers Alpha Deuren and Nergeco bring top quality doors into the regional market.

"Our big advantage is that we manufacture our sealing solutions and dock levellers locally, enabling faster installation and a much quicker service turnaround time.

DDL Equipment is one of the only suppliers that has a dedicated staff compliment with branches in all major provinces.

"Our company name DDL stands for – Dock Design Layout – and we specialize in the design, manufacture, sale and installation of loading dock equipment, industrial door solutions and various material handling systems. Our target markets are broad – catering for the production, transport, distribution, packaging, processing, manufacturing, fresh produce, logistics and supply management industries," he says.

The company's product offerings are extensive ranging from:

- Dock levellers for efficient stuffing and de-stuffing of containers and goods vehicles
- Dock sealing systems offering an efficient solution to the cold storage chain and its special loading requirements
- Industrial doors
- A wide range of allied products such as scissor lift tables and elevating docks, goods hoists and yard ramps

Efficiency in structure

With new management in place and a new ERP-system (Enterprise Resource Planning-system) that has recently been commissioned, DDL is better and more efficiently at managing its business with regards to transactions and stock control, leading to a better relationship with suppliers and clients.

"We have expanded our service department, increased our staff levels and re-equipped the business with new tools, new vehicles and a stock holding of critical parts for quicker turnaround times," says August.

"We are now poised to grow our market share and expand our exports into new markets throughout Africa and beyond. Through our close relationship with two well-known European brands, Alpha Deuren Sectional Doors and Nergeco Entrematic Productivity Doors, we have been awarded numerous projects over the years that have been successfully completed on time with happy end-users."

"Recent big projects completed include a large mine in Botswana where large span productivity doors were supplied to the workshop area to prevent dust infiltration. We have also just commissioned a state of the art air powered dock leveller system for a well-known logistic

company's new facility in Johannesburg," advises August.

Future prospects

August believes that the local economy is undergoing a change of focus from manufacturing to importing, which presents new opportunities in warehousing and distribution.

"Increasing electricity costs are forcing cold storage users to re-examine the efficiency of their environmental controls, thereby looking for the best sealing systems on offer. DDL's big advantage is that we manufacture our sealing systems locally, enabling quicker availability and installation leading to faster service turnaround times than rival companies which import components from Europe and elsewhere. Our market is not limited to South Africa, but sales in sub-Saharan Africa has grown substantially over the last couple of years due to our ability to deliver."

"Shortly we will introduce a number of innovative solution orientated products to the market, which address gaps in the market and address client needs."

"Through a strong commitment to service orientation, client relationship management, our specialised skills, tried and tested products and efficient management we intend to expand our market share and African footprint," he concludes.

Riding dirty

Continued from P29

nice to have accessories. They have become an integral and critical part of any operation where Health and Safety, as well as costs have a direct bearing on overall profitability. The key of course is finding the right system. Some companies have tried systems formerly fitted to cars and trucks and they have outright failed or only had limited benefit. We too have these traditional systems. But when it comes to forklifts, Real FMX was specifically designed for this application, which is why it enjoys the success rate that it does. It's just as effective as a standalone system, and also currently

the only system that we are aware of which is capable of being refurbished as a norm and re-installed, saving the customer significantly in unnecessary costs," says Valentine.

"It's good to see that some of the most cutting edge technology to be found anywhere in the world emerges from this tiny country at the tip of Africa. Despite reports of doom and gloom all round on the economy, the Real FMX future looks rosy, fresh and ready to tackle the next project," says Valentine proudly.

"With Real FMX, you get world class tech, with world class tech savvy, backed by world class service."

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OPINION

Why business should beware the retreat from reason

Continued from back page

than they are. Purveyors of the "politics of envy," their views mimic traditional left-wing politics. They call for radical change but merely want to become the bosses.

Sometimes they are academics motivated by outrage at the higher pay of non-academics in the private sector, backed by a conviction that they are elite that knows better than the common man.

Neo-Puritans, another group within the green panoply, the sceptics contend are backward-looking. They wish to use state power to determine how individuals behave and think. The ban on smoking tobacco is their greatest triumph, so far.

Extremists in this group appear to want Thought Police to patrol our streets and even our homes to ensure we do not stray from the rules they would make. Already this group dominates the health and safety culture.

Then there are the usual suspects: "Green" fanatics of one sort or another. They get so excited by the green ideology that they wish to convert indi-

viduals to it. Judging by their vehemence it seems they regret not being able to use force. They too are intellectual throwbacks to earlier times when full-scale wars were fought over religious differences.

Some "Greens" desire the benefits of modern life such as dentistry but are squeamish about some aspects of it, rather like vegetarians put off by the realities of abattoirs.

Other followers of green theory want a return to a pre-industrial past, without thinking what this would really mean in terms of, nutrition and life expectancy.

The most rational of Greens are those who see a technological solution to their concerns (cleaner engine exhausts, less pollution, electric cars, wind farms, photovoltaics, and so on). They are, however, perhaps too quick to accept the claims of wind generator manufacturers and electric cars. They are unwilling to wait for other, more efficient, solutions to their concerns that are being developed.

Members of a fourth group can be found with-

in large companies. They hope to "reform" from the inside. When successful, they increase costs which are passed on to the consumer. They are otherwise harmless, though irritating to those who have to pay more than they otherwise would.

Potentially the most dangerous Green group are often former communists. They embraced Green issues when Communism collapsed. Sometimes they are called "Watermelons" – Green on the outside, Red on the inside. They yearn for a return to an authoritarian system in which the State, not individual liberty is supreme. They too look backwards.

Then there are "useful idiots" (as Lenin described such people) fellow-travellers of the Green ideology. They are often politicians who see an opportunity to impose "moral" taxes. The result is more regulations to be enforced by more bureaucrats.

Others on the green bandwagon are churches faced with dwindling numbers of parishioners.

They see an opportunity to preach a more popular doctrine to fill their pews. In that this smacks of paganism it also is a retreat into the past.

Increasingly the Green Movement has taken the place of two of the three major ways of thinking that shaped the 20th century – Communism/Fascism and Democracy. The key question is whether it has the potential to cause as much damage.

Not all environmentalists are a threat to individual liberty. Some have the reasonable idea that society should conserve nature. Others are simply animal lovers – domesticated or wild. A few are harmless and vegetarian. Groups like these have a right to their opinions – as indeed do the Greens in general.

The danger lies in those who are intolerant of others; those who would preach rather than debate; those who would use force or draconian regulation to impose their ideas and stifle all others. They are a threat to liberty.

Can business stand aloof? No more than it could ignore apartheid. The Law of Contract and an independent judiciary are intertwined. So is individual liberty essential for doing business and making an honest profit. Free individuals are more productive.

The free flow of ideas is essential to a prosperous and growing economy and to the creation of wealth through innovation.

There are signs that the seed of intolerance has taken root within the Green Movement. If it grows to its full extent it will push back the freedoms on which the modern world is built an independent judiciary, a free press, a Bill of Rights, a supreme Constitution, and the right to make an honest profit.

This inheritance is precious. We are obliged to guard and protect it from threats by extremists from any quarter.

We should not, indeed cannot, take it for granted. That is what motivates opposition to the Green orthodoxy.

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Reliable, maintenance-free cable reeling solutions from Powermite

Continued from P28

unit is directly related to the size and type of reel. The spring units are provided with a flange for mounting onto structures, frames or walls. Encased in a steel housing with safety anchors, each spring has an operational duty cycle of 80,000 operations. Slip rings are mounted onto the shaft supported by greased-for-life bearings, ensuring a maintenance free cable reeling solution.

Powermite supplies cable reel solutions to a wide range of industries including mining, plant, factory, warehousing, waterworks and stockyards. The company's customer base includes bulk mining OEM companies, crane manufacturers, system installers, machine builders, automation manufacturers, industry and wholesalers/retailers.

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Reduce the stress: stay ignorant

And there I was again, yes it's true, peacefully minding my own business in the local pub and grill, pondering the unpredictability of life and how it was not fair at all.

I mean, dreadful surprises like the merger of SABMiller (that's Castle, Mother, and a whole string of other lagers and beers too) with those Americans, Anheuser-Busch. You know what they will do. Cut costs, that's what. Economies of scale. And before you can say Cheers! Your Castle will taste like Budweiser. This was such a distressing thought that I could almost welcome a disturbance of the peace.

Of course, right about then, in walked Luke the Dude, waving a newspaper and loudly proclaiming, "You see, I was right!" The source of his righteous triumphalism was the news that the British had gone and voted themselves out of the European Union. This, as you know, caused all hell to break loose, with the British prime minister resigning, the leader of the opposition refusing to resign despite his party's vote of no confidence in him, and that great campaigner against the EU, Boris Johnson, calling "ta-ta" in his fine Etonian fashion.

Somewhat like the dog chasing the bus. Boris, to his great surprise, caught it.

"You lie," interrupted Jon the Joker, "you were not right! Nobody, least of all you here in the former colony, predicted that outcome to the Brexit vote. The Leave Lot even cancelled their own celebration party because they thought there would be nothing to celebrate."

"Jon might have a point there, Boy," nodded Colin the Golfer, "I cannot recall you mentioning Brexit once before it actually happened. You definitely did not take any bets on the outcome."

Everyone in attendance at our splendid gathering nodded in agreement. No book was made by any of our company.

Luke the Dude stared at us in stunned amazement. "You lot," he blustered eventually. "The scientists of the world agree that nothing is faster than the speed of light, but they haven't seen you lot jumping to a conclusion, have they?"

"Hmmm," allowed The Prof. "I take it the newsworthy matter sensationalised by the newspaper in your hand has nothing to do with you being right or wrong then? Right? You are just holding that particular paper by chance?"

"Yes of course!" concurred Luke the Dude. "No, that's not what I mean!" he countered. "Don't confuse me Prof, you may be very clever, but the facts of this matter are that I told you so. I said nothing about the Brits confounding themselves, but I told you the world was a dangerous place. Did I not? When was it? Hardly a month ago."

"And I made that call because of the instability all over our planet. If we cannot predict with some kind of a chance of getting it right, how can we make a plan? That's what I said. And hardly were my words spoken and accepted by none other than your highly intel-

ligent selves, but what do the Brits do? They go against their better judgment and dump even more instability and unpredictability on the lot of us."

"Our government does not agree," differed Big Ben. "No need to worry."

"Useless!" disagreed Jon the Joker. "The rand fell even further than our president Zuma managed to accomplish when he had three finance ministers in a week. Fact is, our government doesn't know."

"That one," said Jean Jay. "Our government's position was explained for the world to see by our minister with the hole in her head. Remember, she told the interviewer on an international TV station that she had the hole because she carried stuff on her head before she became a grandmother. That's all she wanted to talk about, no matter what the interviewer wished to know. And she blamed the luckless TV lady for failing to also have a hole, so to speak."

"But please note, this time it was a French journalist who asked the question about Brexit and how it would affect our relations with France. You would think the foreign minister would be the right person to ask, but not our Minister Maite Nkoana-Mashabane. She says we don't know about it. She only saw it on television."

"Here Mon Ami, I made a print-out from News24. This is what the minister said on July 4, word for word:

"Answer by Minister Maite Nkoana-Mashabane: 'Before I go to this question - before I forget, even on the things I want to say on a lighter note. For some reason there is something very special between us and France. When we were campaigning for Mme Dlamini-Zuma we were told that, 'Aren't you aware that you are up against France?' So we wondered, France is a member of the European Union. We are members of the African Union so this can't be true. So Brexit, we don't know about it. We saw it on television."

"We hear that it would impact when it started, negatively to our trade and investment relations with countries from that part, but we haven't seen real evidence. Maybe it is still coming, but one thing first we are not members there and we can only say viva democracy."

"Oui, Mon Ami, our government does not know."

"Indeed," concurred The Prof. "It does seem that ignorance is a rather strong suit in our government as well as in the wider ANC and its hangers-on, comrades and cadres. Take this unlearned young fellow Hlaudi Motsoeneng who usurped the position of chief dictator at the SABC. He who caused all the trouble with his decision to censor news about violent protests

against the ANC. Peaceful protests too, as it turned out.

"Then he has a media briefing on June 28 and what does he say? He says he does not know: 'What is this censorship thing? It is English so I don't know it. There is no censorship here.'

"The Chief Operations Officer of the SABC does not know English so there is no censorship."

"Fact is," contributed Stevie the Poet, who includes LLB among his numerous qualifications, "that the SABC is actually breaking the law with its devoted propaganda for the ANC. The Broadcasting Act of 1999 demands of the SABC to 'provide significant news and public affairs programming that meets the highest standards of journalism, as well as fair and unbiased coverage, impartiality, balance and independence from government, commercial and other interests'."

"And what about President Jacob Zuma himself?" enquired Jean Jay. "That one. He never learns from his mistakes. Maybe he does not know they are mistakes. He had to fire Des van Rooyen a few days after he appointed him as finance minister and still he carries on about how this fellow, who was driven out of town when he tried to run a municipality, is the best qualified finance minister he ever appointed."

"Implying the others are all useless!" in-

OPINION

ON THE CONTRARY



Pieter Schoombie

interrupted Jon the Joker.

"But that's not all, Mon Ami," insisted Jean Jay. "That Zuma, who shocked democrats and Christians when he boasted that the ANC would continue to run the country until the Second Coming of Jesus, he has gone and done it again. Look here, I have made another print-out, News24 on 5 July. He was with ANC canvassers north of Pretoria when he said, 'I hear people complaining when we say the ANC will rule fully until Jesus comes back but we have been blessed. Pastors have prayed for us ...'

"And they have good reason to pray," concluded Jean Jay.

"Hmm," mused The Prof. "So they have. Please do not forget to vote on August 3."

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Why business should beware the retreat from reason

THOSE who question prevailing theories surrounding the ever-changing world's climate, particularly those which say that human economic activities led by the oil industry, are a prime cause of it, and that it will destroy the planet, are often portrayed as lunatics, fascists, or worse.

But from the point of view of these sceptics, there is more to their contrary views of the green orthodoxy than scientific doubt.

Many see in much of Green thinking a drift towards the totalitarian. Indeed they see the science morphing in the public realm into a fundamental retreat from reason.

They recall what was done in the name of so-called scientific eugenics by the Nazis and in the name of an alleged scientific socialism by communists.

They insist on their right to ask questions. They see the loose association known as the Green Movement as determined to lead a retreat from the 21st century and to march us all

THE OTHER SIDE OF THE COIN



Keith Bryers

backwards to the 14th.

They hear Green spokesmen and women railing against profit and all things industrial and, though small in number, they see them increasingly influential in schools, in universities, in the media, and even within companies.

These green extremists seem to have abandoned reason, and even not shy to pervert science itself. They scorn individual freedom and the free market.

Should their thinking prevail, it is not far-fetched to say that commerce and industry ignore its spread at its peril.

Here it is worth noting that the Green Movement is not monolithic but is made up of different groups, sometimes even quarrelling among themselves.

Members of one group can be identified by their envy of those more fortunate and richer

Continued on P31

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