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ISSN 1028-1215

CAPE Business News

FOUNDED 1980 National Distribution JANUARY 2019

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Cape industrial stalwarts toughen up for 2019

INVICTA Holdings, the Parow-headquartered industrial conglomerate controlled by tycoon Christo Wiese, would have been glad to see the back of 2018 and hopefully can look forward to a more industrious year ahead.

In late September Invicta – one of the powerhouse industrial entities in the Western Cape – were forced into a settlement with the SA Revenue Services (SARS) to the tune of R750 million for issues the tax authority raised around a complicated empowerment structure.

In terms of the agreement, Invicta will pay the R750m over four years – a development that meant raising an additional specific taxation expense of R200 million over the amount initially provided for by the group.

While the tax matter put a dent in the balance sheet, Invicta still managed to finish the half-year to end September in the black with a R58 million profit.

If the tax expense was excluded, the group's headline earnings would have actually been R202 million – which was 17% lower than the previous interim period in 2017.

Revenue grew 5% to R5.28 billion and operating profit (before foreign exchange costs) dipped by 11% to R403 million mainly as a result of a tougher local economy.

Most importantly, Invicta finished the trading period with cash holdings of around R1 billion with cash generated by operations coming in at R91 million.

A divisional breakdown showed the Engineering Solutions Group (ESG) enjoying a strong half year despite the back drop of a fickle industrial and mining sector. Revenue grew by a more than respectable 13% to R2.56 billion with CEO Arnold Goldstone reporting that the recent acquisition of Fenner was gaining traction. He said the core consumables business also performed strongly.

Goldstone said the consolidation of the central warehouse and logistics hub continued to take central focus with inventory efficiencies set to come through by financial year end.

"As world demand for commodities and industrial product has increased, lead times from suppliers have moved out substantially, resulting in larger stock holdings to compensate for this, which has offset efficiencies achieved through the BMG World facility in Johannesburg. This is, however, getting the attention of management and a plan to reduce inventories is in place."

He said the acquisition of the Forge Industrial Group (comprising Toolquip and Allied, F & H Machine Tools and Belt

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Torre taken out

CAPE TOWN-based industrial products supplier Torre looks set for an intriguing 2019 after receiving buyout proposals from a private equity consortium that will, in effect, return part of the business to its original founder.

The business was built up – by rapid acquisition - by local investment banker Charles Pettit on the remnants of the old SA French Group between 2011 and 2013.

Late in 2018 Torre received a R770 million buyout offer from Main Street 1641 – a special purpose vehicle set up by Ethos Mid-Market Fund I GP and Apex Partners.

Torre is mainly involved in value added sales and rentals of branded capital equipment, the distribution of high-quality aftermarket parts and the delivery of critical support services to its customers' expansion programmes.

Main Street is described as a newly incorporated private company that has not conducted any business since incorporation. One of the group's best known brands is Retreat-based Gabriel shock absorbers.

But the Apex portion of the buying entity is aligned to Pettit – which effectively means the former prime mover at Torre will again be playing a role in the business.

Plans are afoot to separate Torre Group into two parts.

The Torre Analytical Services businesses (comprising: the Wearcheck, AMIS and Set Point Labs divisions) will be retained by Ethos, while the Torre Industrial businesses (SA French, Manhand, Torre Parts and Components, Tractor and Grader Suppliers, Letaba Pumps, Elephant Lifting and Torre Logistics) will be retained by Pettit.

Speculation is already suggesting Pettit could be looking to sell the industrial businesses to Invicta once the new structure has been properly bedded down and performance has been improved.

Trio enable tech access for EC school

Over 2 200 students will obtain educational benefits from this initiative

WIPRO, a global information technology, consulting and business process services company, have provided IT equipment to Zamokuhle Junior Secondary School situated in the Maloti community, close to Matatiele in the Eastern Cape. This initiative is a part of a larger project with the Industrial Development Corporation's (IDC) Whole School Development Programme.

IDC provided funds towards building the school's infrastructure and library, Wipro provided twenty desktop computers and TV screens while the Nelson Mandela Foundation contributed books for the library.

Zamokuhle predominantly caters to students from the Maloti community; most of whom are from underprivileged backgrounds and will greatly benefit from this collaborative effort.

Wipro aims to enable technology access for rural schools in South Africa and therefore joined IDC's Whole School Development Program in 2016. The programme was launched in 2012, in association with the Department of Basic Education and Adopt-a-School Foundation.

Vusi Mhlarhi, Finance Director, South Africa, Wipro Limited said, "We are excited and honoured to

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Brokers) in September was in the process of being bedded down and all integration expenditure was expected to be concluded by the financial year end.

Goldstone said the Capital Equipment Group (CEG) struggled to maintain the strong performance levels achieved last year with revenue declining by 1.5% to R2.52 billion.

He reported low demand for large kW tractors and combine harvesters in the agricultural sector and low expenditure on infrastructure - which affected the earthmoving and construction machinery divisions.

Looking ahead to 2019 and the second half of the financial year, Goldstone stressed Invicta's strategic focus remained unchanged in terms of maximizing current operations and ensuring good cash flows as well as seeking suitable acquisitions.

Overall, Goldstone said Invicta remained resolute in its efforts to produce results above market benchmarks and its competitors. He warned, though, that trading conditions in South Africa were expected to remain challenging for the next 12 months until after the general election in May.

"The businesses that make up the group have strong fundamentals and enjoy significant competitive advantage. Management will continue to consolidate the strengths of the current businesses that make Invicta one of the leading suppliers of industrial consumable products, capital equipment and spare parts…"

Ascendis on the mend?

ASCENDIS, the health brands conglomerate founded by Steenbarg-based investment specialists Coast2Coast, will be hoping a new strategic prescription can induce a strong recovery in 2019.

Last year was a nauseating year for Ascendis, which saw the market value of its shares collapse from around R8bn to around R2bn at the time of writing.

It seems Ascendis is suffering from the not uncommon 'acquisitionitis' malady – which is often contracted by companies that expand too quickly via debt funded acquisitions.

A lot of pressure sits on the shoulders of new CEO Thomas Thomsen, who replaced Karsten Wellner who had led the group on a aggressive acquisition drive since 2011.

In the year to end June Ascendis managed to boost revenues 21% to R7.7 billion with normalised headline earnings grew 14% to R738 million.

While Ascendis reported a marked improvement in its all-important cash conversion ratio from 70% to 92%, directors opted not to declare

a dividend this year. Chairman John Bester said it was preferable retain the cash to settle debt obligations and improve gearing.

Bester also acknowledged various strategic, operational and financial challenges facing the group.

He said Thomsen's appointment as CEO in March 2018 saw Ascendis initiate a business review to critically evaluate the current strategy and business model with the goal of driving sustainable organic revenue and profit growth.

Bester said the group had identified new core focus sectors and would consider the divestment of strategic non-core assets.

Writing in Ascendis' annual report, Thomsen said the strategic review process spanned four months and was aimed at creating a sustainable market position, accelerating organic revenue growth, improving cash generation and enhancing profitability.

In a frank assessment Thomsen noted: "After completing the review, we acknowledged that it was not an option to maintain the status quo and that a complete change was required to drive sustainable, profitable and targeted growth."

He said the review process identified the need for Ascendis to become more strategically focused by strengthening the core of the business to facilitate scale and higher returns while becoming more customer and people centric.

Thomsen stressed Ascendis had a market-leading brand and product portfolio, extensive intellectual property and proprietary assets, enduring customer relationships and successful business units.

He said the Pharma and Consumer Healthcare divisions have been identified as the group's core focus areas. "We believe that increasing our focus on Pharma and Consumer Healthcare will strengthen the group's market position by building on our globally competitive positions in these attractive sectors. We will also make selective strategic acquisitions over time to complement these core businesses."

Thomsen added that the Medical Devices and Animal Health divisions would be key to the Ascendis portfolio and complement the core businesses. "We will also look for opportunities to strengthen and scale these businesses to continue to provide stable returns."

He confirmed that strategic non-core businesses would be sold off to ensure greater focus on the core operations. The Biosciences business - which includes Avima/ KlubM5, Efekto, Afrikelp and Marltons - have been identified as non-core. Thomsen reckons the logical next step would be to divest from this business.

"While Biosciences is performing well and accounts for 12% of group revenue, it serves different customers and requires capabilities and skills which are not core to Ascendis Health."

Recently Ascendis Sports Nutrition - which housed the five South African sports nutrition brands - was sold for R54 million. The group's direct selling and network marketing business, Ascendis Direct, was also sold for R40 million.

Thosmen said Ascendis was in the final stages of concluding an agreement for the sale of the group's pharmaceutical manufacturing plant in Isando, Gauteng. "We plan to use part of the proceeds from the sale of the Isando facility to upgrade production efficiency at the group's other manufacturing plants."

Lion roars no more

CAPE TOWN-based empowerment company Brimstone Investment Corporation will enter 2019 without the burden of its loss-making short term insurance interests.

Brimstone has confirmed that Lion of Africa Insurance Company (Lion) will voluntarily and systematically wind down its operations.

This decision comes after Lion endured operating losses in a tough operating over the past few years. Brimstone said the ongoing losses – coupled with an onerous regulatory environment and increased solvency requirements – informed the decision to wind down Lion's business.

Brimstone stressed: "The decision was not taken lightly and significant efforts were made to find alternative solutions. Notwithstanding our efforts, the Company is being placed into "run-off". Lion will continue to meet all obligations under existing policies but will not be issuing any new policies."

The decision to place Lion into run-off is unfortunate for Brimstone, who started Lion as a 'greenfields operation'.

Lion was founded in 1999 as partnership venture between Brimstone, Commlife and Guardian National Insurance (which was later acquired by insurance giant Santam).

Initially pundits believed that Lion - as a black controlled insurer focussing on the commercial, corporate, special risks and personal lines sectors – could carve out a viable niche.

Brimstone pumped a fair deal of capital into Lion over the years, but the closure will not dent the current value proposition as the short term insurer comprises less than 1% of Brimstone's gross asset value.

In 2010 Brimstone acquired the remaining 26% it did not own in Lion for R53.4 million – inferring a value of around R210 million for the business.

At last count Brimstone accounted for Lion's gross value at R63 million and an intrinsic value of R178 million.

But the ongoing losses could have proved draining for Brimstone, which has bigger fish to fry in funding the endeavours of its anchor investment in acquisitive food brands business Sea Harvest.

Brimstone CEO Mustaq Brey said that as one of South Africa's leading empowerment investment holding companies, Brimstone was deeply rooted in the agenda of transformation and black economic empowerment. "Although the decision to place Lion into run-off was based on sound business rationale, it was still a particularly difficult decision to make which was only considered once all other viable options had been explored and exhausted."

Brimstone deputy chairman Fred Robertson stressed Brimstone would continue to provide support to Lion during this difficult time. "All other stakeholders including the regulatory authorities, Lion's clients and counterparties will be kept fully informed as the process unfolds.

Trio enable tech access for EC school

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be a part of this initiative. It reaffirms our commitment towards fostering an IT enabled educational eco-system in South Africa from a grassroots level. We firmly believe that giving back to society is a vital part of our core value system. This is one of the several projects that we have implemented under IDC's Whole School Development Programme to uplift schools in the country's rural areas."

Premier's export angling

PREMIER Fishing & Brands looks set to capitalise on its basket of seafood exports – squid, abalone and lobster – in 2019.

The group finished the year to end August in fine fettle with revenue up 20% to R491 million on the back of increased sales volumes in the lobster and squid segments.

Premier's operating profit increased 41% to R92 million with cash generated from operations more than doubling to R91 million.

The star performer was the squid division, which was bolstered by the acquisition of 50.31% of the Port Elizabeth-based Talhado.

Talhado is the largest squid company in the country, and Premier expects to reap further benefits from this transaction over the next few years - including synergies to enhance shareholder value.

Premier's squid division generated R128 million in revenue and a sumptuous R58 million in operating profits.

Premier's lobster segment – which revolves mainly around south coast lobster – increased revenue to R202 million (last year: R190 million) with operating profit creeping up to R54 million (R52 million).

Premier CEO Samir Saban said the lobster segment experienced increased landings due to good catch rates as well as bigger size mix for south coast rock lobster. "The bigger size mix resulted in the group achieving an increase in US dollar pricing for south coast lobster…"

He noted that the good catch rates - coupled with increased market prices and volumes - resulted in the division maintaining its margin despite the strengthening of the Rand against the dollar in the first half of the financial year.

The Gansbaai-based abalone business saw revenue down at R31.3 million (last year: R36 million) with operating profits coming in at R12.2 million (R13.3 million).

Saban said the abalone business produced results in line with management's expectations.

He reminded that the focus was on expansion plans at the abalone farm with increased performance expected to be achieved during the 2019/2020 financial year when the bigger production pipeline is fully secured.

Saban reiterated that the planned expansion of the abalone farm had already increased its capacity during the year under review from 120 tons to 160 tons.

Premier expects to double its abalone spat production because of the expanded hatchery on the abalone farm.

Oceana thanks its Lucky Star

FISHING giant Oceana saw a resurgent performance from its Lucky Star canned pilchards operation.

This set Oceana up for a solid 2019 where the focus will be on securing seek volume growth in canned fish by maintaining affordability and price consistency.

In the year to September the group reported that strong demand and favourable pricing saw sales volumes in the canned fish business increase to 8.8 million cartons (2017: 7.9 million cartons).

Oceana CEO Imraan Sooma ths was achieved primarily in the SA market, which consumes approximately 88% of all volumes and achieved 12% growth for the year.

Soomra added that good progress was also made in driving cannery efficiencies and supply chain logistics - which resulted in increased cannery throughput and improved labour productivity.

"Operating margins in the canned fish business increased materially as a result."

Knife sharpens skills

CAPE TOWN-based venture capital experts Knife Capital have hopefully identified the next 'big thing' in business when it announced the top twelve companies participating in its fourth Grindstone Accelerator programme.

Grindstone engineers growth for South African innovation-driven entrepreneurs by shaping their companies to become more investable, sustainable and exit-ready.

Some of South Africa's best scale-up companies have been through Grindstone – notably ticketing solutions provider Quicket, financial inclusion business Picsa, augmented reality animation and gaming company SeaMonster, payments software provider Electrum, transport data company WhereIsMyTransport, Bitcoin blockchain anti-piracy solution Custos and radar start-up iKubu (which was famously acquired by Garmin).

Knife indicated that Grindstone's last three intakes had seen interventions during the year-long program resulted in participating companies experiencing an average of 56% year-on-year increase in revenue.

Andrea Böhmert, Knife Capital Investment Partner, said Grindstone was about measurable growth and building a foundation that could handle both challenges and opportunities. "It is about being prepared, as interesting things happen to companies that are ready and able to act on short notice."

The twelve scale-up businesses are:

Allxs: a closed-loop cashless payments and experience management platform;

Cradle Technology Services: a provider of Granite Warehouse Management System, an affordable warehouse management system;

Ctrl: a digital short-term insurance broker platform that engages via a single advice app;

Digger App: an industry specific online recruitment matching platform using artificial intelligence (AI) to enable employers to recruit better candidates;

Kudos Africa: – an ESG (environmental, social and governance) assessment tool;

OneCart: an online personal shopping assistant for household goods;

Old School Group: a multi-brand sports group;

Sentian: a smart security platform making existing alarm systems more intelligent;

Sparkfolios: an online toolkit driving repeat peak performance via professional services for goal setting, task completion, performance and incentive management;

Suritec: a data solutions company specialising in various services for government and commercial customers;

Sxuirrel: a peer-to-peer marketplace that enables users to find and share extra space (storage, parking and venues) via an easy-to-use online platform; and

Vizibiliti Insight Africa: a developer of alternative credit scoring methods for the financial service industry via AI.

Böhmert said each one of these companies was at a "tipping point" with many strategic options to pursue. "During Grindstone the entrepreneurs are given the opportunity to validate their growth assumptions and check these against the company's ability to execute."

Knife cuts medical deal

ANOTHER development to watch in 2019 is Knife Capital's decision to invest an undisclosed sum in PharmaScout, a single point solution developed by Cape Town based Internet of Things business 5nines Technologies.

PharmaScout helps clients mitigate legal risk as well as meet the compulsory safety and quality standards of stored temperature sensitive pharmaceutical products.

To date PharmaScout has been angel-funded.

Knife's funding will be applied to accelerate product rollout to pharmacies, medical practitioners and pharmaceutical warehouses ad well as enhance new product development for the international market.

Knife said PharmaScout already gained significant traction with blue chip customers such as Clicks and Alpha Pharm.

The sweet spot for PharmaScout is that most domestic fridges fail to meet storage standards, and specially designed laboratory fridges are impractical for small medical practices. To solve this challenge, PharmaScout has launched their own range of refrigerators designed for storing pharmaceutical products in a compliant way.

PharmaScout owns and controls the entire pharmaceutical cold-chain ecosystem.

Keet van Zyl, Investment Partner at Knife, reckoned there was a compelling investment case underpinned by recurring revenue and great people with execution abilities.

"Macro factors in the industry such as increased legislation and auditable but affordable medical compliance standards also play in PharmaScout's favour."

First African-made smartphone

MARA recently announced the production of their newest product the Maraphone – the first, made-in-Africa, full-scale smartphone. "China has Huawei, Xiaomi; the U.S has iPhone and finally Africa has Maraphone," Ashish Thakkar, founder of Mara Group told a press conference on the final day of the Africa Investment Forum.

"This project will show the potential and ability that Africa can produce high quality and affordable smartphones in Africa, by Africans, for Africans and for the rest of the world. We are extremely grateful for the African Development Banks push in this sector which greatly encouraged our progress," Thakkar said. "This is going to be totally transformative and create thousands of direct jobs," Thakkar said. While global manufacture of phones is on the rise and expected to hit a billion in the next few years, none of them are produced on the continent, Thakkar said. The initial target market for the phones would be first-time African smart phone users, while the first manufacturing plants are to be located in Rwanda and South Africa.

Enhanced protection with welding and safety screens

Apex Welding and Safety Screens are most often used to cordon off welding and grinding bays.

DESPITE health and safety regulations for welding, there are many welding-related injuries every year. Such injuries include hot metal slag burns, injuries from flying particles, radiation exposure or exposure to fumes, vapours or chemicals.

Wim Dessing, sales executive at Apex Strip Curtains & Doors, says that appropriate measures are necessary to ensure that all employees receive adequate shielding from UV rays and welding splatter. "A cost effective and highly efficient way of eliminating exposure to ultraviolet (UV) and infrared radiation, as well as splatter burns is to install a high-quality welding curtain or safety screen," he says. Extensive research and development has resulted in Apex Strip Curtains & Doors offering welding and safety screens constructed from a specially formulated PVC material that incorporates a heavy-duty ultra violet light absorber which ensures that dangerous u.v. radiation is safely contained in the curtained off area.

"To assure customers of the legitimacy of our claims we submitted the products to extensive testing at the SABS. The first test measured the level of ultra-violet transmittance. Conventional materials provided readings of 0,0005%, 0,008% and 5.0%, while the Apex product readings were 0,005%, 0,001 and 0,005%. In another test, the SABS measured the total visible light transmitted through the material. The conventional material allowed 78% transmittance, while the Apex material allowed only 15,5% light transmittance," Dessing continues.

Furthermore, the material used for the Apex Welding and Safety Screens remains impervious to burning should it come into contact with welding splatter.

The Apex Welding and Safety Screens are available as either fixed installations or as portable welding screens that allow for rapid set-up and more than adequate protection. These enclosures not only confine weld splatter and prevent fumes from migrating to other work areas, but they are also ideal for protecting the eyesight of any workers in the immediate vicinity.

From a convenience perspective, the portable freestanding frame version has proved to be the most popular. It has a very small footprint due to the design of its angled feet, which allows the screens to be butted together at a 90˚ angle. In addition, access to the welding areas is easy, as the patented Balledge® design on the individual strips facilitates easy movement of both personnel and equipment.

Local switchboards hit the spot

EDS Switchboards continues to improve the quality, competitiveness and energy efficiency of its products and services to meet the electrical distribution demands of today's smart buildings. EDS's products are locally manufactured and comply with both local and international standards and certification.

The company promotes efficient energy management systems through licencing partnerships with international companies which guarantees its locally manufactured systems meet the state of the art intelligent electrical distribution systems. These electrical distribution systems are smart, data-driven and seamlessly link to industrial and building automation systems and lifecycles.

Partnerships include:

- Schneider Electric: PRISMA partner and PME certified
- Siemens: SIVACON technology partner on S8 LV Switchboards
- ATI: ELSTEEL product range
- Eaton: X Energy LV Switchboards System. This partnership is the latest in EDS's portfolio.

EDS is the only Siemens SIVACON S8 LV technology partner in Cape Town with LV switchboards fully tested to:

- IEC 61439-1&2
- ARC resistance rated up to 7000 A
- 150 KA
- IP 54
- Form 4B
- Seismically tested

Tebogo Sekgabi, Project Quality Manager at EDS says: "Partnering with Siemens on Sivacon S8 has brought benefits for local companies. The mining, marine and power generation industries require 24h running plants and/or speedy replacement of equipment and being a local Sivacon manufacturer, speedy recovery is guaranteed. EDS's Siemens S8 technology partnership has thus far proven to be an excellent solution with recent examples being Bloedrift and OTMS Crude Oil projects."

The EDS Design, Engineering and Project Management team provides a wealth of experience in the low-voltage electrical engineering field, offering:

- Turnkey projects
- Integrated solutions for smart power distribution
- Customised sheet metal products including floor standing, surface and flush mounted sub-distribution boards
- Cost-effective custom designed modular switchboards
- Flexibility in the design of switchboards
- Integration in energy management solutions
- Preventative maintenance supported by diagnostics information
- Quick turnaround as EDS has its own manufacturing facility

Johan Human, CEO of EDS says: "Safety, reliability, quality and efficient energy systems are critical, non-negotiable needs, met by forming technology partnerships with international companies.

As a result, EDS manufactured systems comply with and are certified to the latest international specifications in the electrical distribution field, which positions us to meet future challenges and opportunities in smart energy management and distribution."

Panel systems for pumping applications

A range of robust pre-assembled irrigation and solar pump panel systems are available from ElectroMechanica (EM).

The panels not only reduce energy costs, but also conserve water while maximising productivity, comments Automation Manager William Cameron. Additional benefits are automatic 'sleep' and 'wake' functions, and enhanced motor and pump protection such as Class II surge protection.

"Using Huba's 528 pressure transducers, and Delta's CP2000 pump-purpose drive, creates a robust combination" Cameron stresses. The drive's customised keypad layout means operational data is displayed on one screen, while sub-menu settings are easy to navigate.

The pump panel systems are enclosed in weather-tight sheet-metal enclosures that are available in various sizes and variations, depending on the particular requirements of the installation. The uncluttered panel layout means there is sufficient working space in order to simplify installation, commissioning, and servicing.

Preconfigured Variable Speed Drives (VSDs) reduce the energy drawn by the pump motor controlling the speed, while maintaining a constant pressure on the line. This is critical in terms of overall efficiency, as even a small reduction in speed result in significant cost-savings.

The standard features of the irrigation pump panels are: a panel mount isolator, drive and control circuit breakers, power and control terminals, manual off/automatic selector switch, run and trip indication, cooling fans and vents, and a rotary setpoint selector.

Typical applications are irrigation, domestic water supply, fish farming, water livestock, solar-powered fountains, sprinklers, misters, and soakers, ground dewatering for excavation, and construction sites.

The standard features of the solar or photovoltaic pump panels are: a multi-status indicator lamp, an on/off selector switch, DC fuse protection (including a spare), no-flow input and underload protection, and maximum power point tracking software and manual override.

With virtually every panel builder in South Africa using ubiquitous technology distributed exclusively by EM, the supplier continues to build on its strategy of providing the right product at the right price, for the correct application and specification at hand.

Cameron concludes that the niche irrigation and solar pump panel system market is aimed at not only diversifying into additional markets, but to be able to offer the full benefits of its latest technology and products to the full spectrum of South African industry.

Space saving contactors

ENGINEERED to provide the most compact contactor solution, the WEG CWB range of devices offers a width space saving of up to 18%. Add to this that the range was developed according to IEC 60947 and UL 508 international standards and as such is finding favour with electrical contractors.

Developed in two frame sizes, the new WEG CWB line of contactors meets a range of industrial and domestic applications requirements. The first contactor in the range, covering up to 38A, has a width of only 45 mm while the second contactor, ranging from 40 to 80A, has a width of 54 mm. Two mounting options, standard DIN rail or oblong mounting holes makes interchangeability easy.

Significantly, the space saving offered by the WEG CWB contactors, especially when compared to similar product ranges, will allow contractors to use six contactors where previously only five could be used.

Another innovative engineering feature is the use of WEG's Zero-Width mechanical interlocking system. Traditionally contactors use a mechanical interlock device which is external to the contactor. The Zero-Width system facilitates quick and easy mechanical interlocking between contactors, without the need for tools. In addition, this feature allows the user to build a reversing starter up to 38A with a total width of only 90 mm.

Simple and compact mounting of surge suppressor blocks on the WEG CWB range of devices.

Built-in front 1NO+1NC auxiliary contacts not only further enhance the space saving benefit of the WEG CWb contactors, but also eliminates the need for contractors to purchase additional auxiliary contacts. This feature also offers greater flexibility as it facilitates optimisation of the internal space in electrical panels.

In another innovation, the contactors have been engineered with integral surge suppressor blocks without increasing the physical size of the devices. This limits undesired interference which could be caused during the opening of the contactor coils and allows for the front mount surge suppressor to be easily removed without the use of special tools.

Energy saving is achieved through the low consumption of the coils used in the WEG CWB contactors because the coil consumes such low current it is now possible to allow direct switching from PLCs without the need for interface relays. This facilitates both space and cost savings for the end-user.

Africa's first ester transformer fluid factory opens

UK-based M&I Materials recently announced the opening of manufacturing operations in South Africa, producing its MIDEL brand of fire safe and biodegradable ester dielectric fluids for electricity transformers.

Giles Salt, CEO of M&I Materials, commented: "Developments in the energy infrastructure sector across Africa present a great opportunity for our products.

"The opening of this manufacturing facility demonstrates our commitment to sub-Saharan Africa, and we look forward to providing products and technical support to power utilities and transformer manufacturers across the region."

According to a company, the plant is the first in Africa to make ester transformer fluids, and is the latest addition to MIDEL's growing global manufacturing footprint.

This brand has already been selected by a South African transformer manufacturer to supply the fluid for 6 000 transformers operated by the state-owned power utility, Eskom.

Ester transformer fluid

M&I Materials opened an office in South Africa in 2017, and entered into a manufacturing agreement with ISEGEN South Africa to manufacture the MIDEL natural ester fluids, which are made from local soybean or rapeseed crops.

The M&I Materials plant at ISEGEN will be used exclusively for the manufacture of MIDEL fluids.

The M&I Materials investment will create local employment opportunities through the use of locally grown raw materials used in manufacturing MIDEL fluids.

Victor Khuboni, MIDEL's business development manager for sub-Saharan Africa, also commented: "Making MIDEL ester transformer fluids here in Africa will support local manufacturing, increase skills development and create transformational opportunities in local communities."

Reprinted from ESI Africa

It's a gas

Afrox Production Quality manager, Hans Strydom, discusses the vital role SO_2 plays in enabling South African wines to be exported and enjoyed all over the world

SOUTH African wine exports bring in over US$650-million per year from a little less than half of total local production of around 450-million litres per year.

An important and often maligned constituent of this wine is sulphur dioxide (SO_2), which exists in very small quantities in all wines, even those labelled 'no sulphur added', which typically contain up to 10 mg/ℓ or 10 ppm (parts per million).

SO_2 in wine inhibits the growth of microorganisms such as yeast and bacteria and slows down the oxidation process, which alters the wine's colour and odour making the wine darker and dryer. Too much oxidation will ruin a wine, but controlled oxidation adds character and complexity and is, in some cases, an integral part of production.

First heat pump cassette using low GWP R-32

DAIKIN has launched South Africa's very first heat pump cassette using low GWP R-32 refrigerant gas extending the Sky Air range for light commercial applications. With just one-third of the Global Warming Potential (GWP) of R-410A refrigerant, R-32 is a proven environmentally responsible alternative. The R-32 based Sky Air High COP cassette promises to deliver high energy efficiency with a significantly reduced carbon footprint.

Following the introduction of R-32 refrigerant-based direct expansion air conditioners and heat pumps under the Bluevolution technology range in Europe, Daikin South Africa has now launched a new SkyAir system cassette variant. The new Sky Air Bluevolution cassette updates the Daikin original Round Flow Cassette Design and provides an environment-friendly technology alternative for a variety of light commercial applications such as for retail stores, restaurants and small office spaces.

The lowest GWP for light commercial air conditioners

Further to the European phase-down of hydrofluorocarbons through F-Gas legislation, refrigeration gases are now rated on their carbon dioxide emissions tons equivalent and consequently, their environmental impact. Leading the move to low GWP refrigerants, Daikin continues to pioneer new HVAC technologies to the benefit of the South African business owners and consumers, at its research and development centre based in Belgium.

Accommodating cooling capacities from 2.5kW to 13.4kW, the Sky Air Bluevolution Cassette is an affordable, energy-efficient, environment-friendly solution. With a 15% lower refrigerant charge; the system has no need for an annual refrigerant containment check. The new heat pump cassette system, which works off a 220-240V power supply voltage, provides the highest seasonal energy ratings on the market.

The Sky Air Bluevolution cassette combined with a BRC1H51 wired remote controller incorporates high-value features such as continuous low noise operation and a 5-step fan speed control for maximizing comfort.

The award winning new Madoka controller allows users and installers to experience a novel approach to air conditioning control and commissioning.

Using Bluetooth ow Energy (BLE), set-up and program adjustment can be carried out remotely via smartphone using the Madoka Assistant app.

The first R-32 heat pump for light commercial applications in South Africa

A spokesperson commented: "We are proud to launch South Africa's very first light commercial Cassette system using a next generation low GWP refrigerant, which supports Daikin's on-going global aim to lower the impact of its product portfolio. As a leading HVAC manufacturer Dakin strives to develop environmentally-responsible technology alternatives that can help our customers build a more sustainable future without compromising their safety. The Sky Air Bluevolution cassette system uses as much as 15% lower refrigerant volume in operation compared to its R-410A equivalent - delivering immediate benefits in installation use and maintenance.

"R-32 exhibits the many requisite characteristics making it suitable as a next generation refrigerant for residential and light commercial air conditioners. As a greener replacement, it is easier to charge, recover and recycle as it is not a blended refrigerant - unlike the traditional R-410A. Installation with R-32 gas is also simple and straightforward, following same basic rules for piping and brazing, as well as similar pressures as R-410A.

In support of this launch Daikin is offering training programs and on-going support to its installer network and service staff.

Africa missing out on boom in Chinese tourism

- *China to surpass U.S. as top origin for world travellers*
- *Asian tourists largely avoiding Africa*
- *Visa requirements seen as major obstacle*

AFRICAN countries are missing out on a boom in Asian tourism, mainly from China, and must ease visa and entry requirements to tap into a historic shift generating billions of dollars in revenue, government officials and industry leaders said.

Over 97 million Chinese travelled abroad last year, according to research group Euromonitor, and as household incomes increase that number is on track to balloon to 259 million in 2030.

That would see China surpass the United States as the top origin nation for international travellers.

Yet only a fraction of Chinese travellers currently visit Africa.

"We got just under 100,000 tourists from China last year," South African Tourism Minister Derek Hanekom told Reuters on the sidelines of a tourism conference in Stellenbosch, South Africa on Thursday.

"That's not great. But the great thing is that the growth potential is huge."

Tourism represents one of the fastest growing sectors in Africa, contributing nearly $178 billion last year, equivalent to 8.1 percent of GDP, according to the World Travel and Tourism Council.

North African countries have already begun to lift visa requirements for Chinese tourists, and the impact has been swift and striking. According to travel sector-focused business intelligence firm Forward Keys, when Morocco did away with visas for Chinese travellers in 2016, Chinese arrivals skyrocketed 440 percent. Tunisia followed suit the next year and arrivals increased 214 percent.

The Indian Ocean island resorts of Mauritius and Seychelles also allow visa-free entry for Chinese tourists.

But all the countries on the continent south of the Sahara still require visas, and just a handful grant them on arrival.

In South Africa - the continent's top travel destination - the sector employs around 700,000 people and international visitors spent some 127 billion rand ($9.22 billion) last year.

Though President Cyril Ramaphosa has made tourism a pillar of his economic revival plan, industry insiders say the government is not doing enough to court the Asian market.

> "We got just under 100 000 tourists from China last year."

"We need to up our game in China. Imagine if we could get 1 million Chinese tourists. Imaging the jobs that would create. Same for India," said Tshifhiwa Tshivhengwa, CEO of the Tourism Business Council of South Africa.

Sector analysts say that visa requirements, which often require Asian nationals to travel to embassies and apply in person, are a major obstacle.

"The huge opportunity for growth is to the east - India and China. That's where its the most restrictive from a visa point of view. If you can alleviate that then you'll absolutely see growth," said Velma Corcoran, South Africa manager for Airbnb.

Olivier Ponti, a vice-president with Forward Keys, said the visa requirements were a lost opportunity.

"As long as Africa does not manage to position itself successfully in this market, it will lose business," he said.

There is some initial progress. Angola simplified its visa process for Chinese citizens in January, and Ethiopia allowed them to apply for e-visas in May.

South Africa is also looking to ease requirements, potentially exempting Chinese travellers who are already in possession of a U.S. or European Schengen zone visa.

"It's a no-brainer. Make it easier for people to come to the country and the response is quick and the response is quite dramatic," Hanekom said. "We have to do it."

By Joe Bavier; Reuters Africa

Container to help contain crime

THE City of Cape Town facilitated the acquisition of a container unit that will serve as a base of operations for the Kosovo Neighbourhood Watch (NW) members and will also be a community hub where service delivery matters can be reported.

'The application for this container was made in 2015, while we were still conducting training with the Kosovo Neigbhourhood Watch. The structure has a kitchen and toilet, is fitted with plug points and insulated with wood. It will soon be connected to the electricity and waste-water networks. I have also motivated for a permanent clerk to be based at the container who can assist the community with other City-related service delivery matters, so that we extract maximum value,' said Safety and Security; and Social Services Portfolio Committee Chairperson, Councillor Mzwakhe Nqavashe.

In Mitchells Plain, the Westgate Neighbourhood Watch took delivery of a similar container in August. That structure is currently being refurbished and will be used as the group's headquarters and to monitor the community CCTV system.

'These containers are meant to act as places where neighbourhood watch members can gather for deployment, breaks or to be accessible to the public. Many watch groups do not have a central gathering point, and it becomes even more tricky in an informal settlement like Kosovo, so this container represents an opportunity to improve the neighbourhood watch's operations,' said the City's Mayoral Committee Member for Safety and Security; and Social Services, Alderman JP Smith.

Apart from the container, the Kosovo NW will also receive jackets, torches and radios as part of the City's Neighbourhood Watch Support Programme.

The container donations form part of the City's commitment to assisting NW organisations. Since 2008, the City has helped to facilitate training and resources for thousands of NW members across the metropole.

'The importance of community policing should not be underestimated. We have witnessed first-hand how crime has dropped in areas with well-organised and active neighbourhood watch groups. It is for this reason that the City started investing in community policing a decade ago. There are many success stories, and many challenges that remain, but we remain committed to supporting these organisations as best we can,' added Alderman Smith.

Construction supplier success

IN just under two years since they opened their doors, the Cape Town Manitou Centre has dramatically exceeded its original sales targets. Sales in the first year were more than double the estimated targets, a trend that has been maintained to date.

Growth has also been achieved in its short term rental fleet by penetrating new markets and fostering high levels of service and support with established access and rental companies. This sector demands high levels of service and support where downtime is not an option. Manitou's rapid response team ensures the fast response 24/7, 365 days a year.

In the highly competitive construction market, Manitou appreciates that safety, efficiency and manoeuvrability are paramount to running an efficient site. This is provided through purpose built Manitou machines and their extensive range of quick hitch attachments – an attachment system that ensures effortless changing of attachments to suit the application.

The advantage is that one Manitou machine can fulfil an array of functions, thus eliminating the need for multiple capital outlays for a fleet of task-specific machinery. Numerous attachments: forks, jibs, buckets, concrete skips, personnel cages, sweepers and winches provide flexibility, precision and increased productivity by being able to change the tool without changing the machine on the same site.

Manitou's offerings expand beyond equipment sales with extendable warranties and "tailor made" maintenance contacts which ensure that equipment is always in optimal condition and repair and servicing costs can be accurately budgeted and performed by Manitou's own factory trained technicians.

MARITIME

Billion dollar merger creates new tanker giant

Diamond S and Greek-based Capital Product Partners will merge their tanker fleets in a billion dollar transaction to create one of the world's largest product and crude oil carriers

By Daniel Logan Berg-Munch, Katrine Grønvald Raun from Shipping Watch

THE tanker market faces looks set to welcome another new major player with the billion dollar merger between US-based DSS Holdings, which owns product tanker carrier Diamond S, and Greece's Capital Product Partners, which with a new transaction say they will create one of the world's largest listed tanker shipping companies.

As such, the much-anticipated consolidation wave in the tanker sector continues, with product tanker ship operators such as Hafnia Tankers and BW Tankers having already announced plans to join forces after years struggling with a troubled market with a third quarter reaching record low levels. Diamond S has been mentioned repeatedly as a merger contender among the world's product tanker carriers.

The deal between Diamond S and Capital Product Partners (CPLP) involves 68 tanker vessels and is worth USD 1.65 billion.

The agreement means that CPLP will place its ships – crude oil as well as product tankers – in a new listed company, which will then be merged with the DSS Holdings tanker business.

Craig Stevensen, current chief executive of DSS, and his executive team will head the new tanker shipping company under the name Diamond S Shipping.

"Our organization is pleased to create with CPLP one of the world's largest public company tanker operators. This transaction will occur at an opportunistic time in the cycle and creates one of the largest, highest quality fleets and best capitalized public shipping companies in the market," he says in the press release.

Diamond S Shipping's fleet will consist of 68 ships with an average age of 7.8 years. 52 of these ships are product tankers, while the rest carry crude oil. The shipping company is expected to be the third-largest product tanker company and the fifth-largest publicly listed tanker shipping company.

The transaction is subject to a series of conditions, including regulatory approval.

Next in line

Several tanker companies have decided to join forces in recent years, and Diamond S has been mentioned on numerous occasions as one of the next merger candidates. Following the deal with Capital Product Partners, Diamond S is now out of this equation, which leaves Torm, Maersk Tankers and Ardmore Shipping as next in line.

In light of the mergers in recent years, product tanker shipping companies have been highlighted by market observers as obvious investment cases in terms of further consolidating the product tanker market.

After hesitating for years, Scorpio Tankers launched the consolidation rally with its acquisition of Navig8 Product Tankers, while Hafnia Tankers and BW Tankers followed soon after when BW Group this summer acquired a majority stake in Hafnia Tankers. The final details in a merger of the two parties are currently being settled, and according to ShippingWatch's sources, the merger could be settled within the coming month.

Scorpio Tankers CEO Robert Bugbee, among others, have pointed to the obvious candidates in the next consolidation round.

"We expect that something will happen between Torm, Maersk Tankers, Ardmore and Diamond S. They all need to negotiate but for different reasons," Bugbee told ShippingWatch recently.

Reprinted from Shipping Watch

Container line orders scrubbers ahead of IMO sulphur cap

IN anticipation of the tighter sulphur regulations imposed by the International Maritime Organisation (IMO), German container line, Hapag-Lloyd, has ordered 10 hybrid ready exhaust gas cleaning systems (EGCS) for its Hamburg class vessels.

COO of Hapag-Lloyd, Anthony Firmin, said in a press statement the scrubbers would be gradually installed to the 13 000 TEU ships during 2019 and 2020, with all of the installations expected to be completed before the end of 2020.

The retrofits will start in March 2019 when the first EGCS will be installed to the vessel Hamburg Express at Qingdao Beihai shipyard in China.

The IMO will, from 1 January 2020, impose regulations that limit the marine fuel sulphur emissions to 0.5%

"Using compliant low sulphur fuels is the key solution for Hapag-Lloyd. However, we want to make sure we test and make use of all relevant solutions, which is why we decided to also retrofit our Hamburg Class vessels with EGCS," said Firmin.

Meanwhile the IMO is expecting "by far" the majority of the world's fleet to comply with its tighter sulphur emission standards in 2020, according to the IMO head of air pollution and energy efficiency, Edmund Hughes.

He pointed out that while some shipping companies might flout the new rules in the hope that their enforcement will be lax, the inconvenience of doing so may prevent this from being widespread.

"If you're not using compliant fuel you're creating bureaucratic barriers for yourself," said Hughes, highlighting that 96% of the global fleet by tonnage was registered to a flag state that had signed up to MARPOL Annex VI -- the IMO document setting out its rules on air pollution from shipping .

"Vessels that do not comply could lose their international certification, preventing them from operating as a commercial trading vessel," he said.

Source: FTW Online

Photo credit: Hapag-Lloyd

CMA CGM records improved results

Source: Fleet Mon

VOLUMES, revenue and the operating margin for ocean cargo carrier, CMA CGM, are all up for the 3rd quarter, resulting in a net income of $103.1m.

According to a results statement issued by the French-owned company, improved figures of 5.5%, 6.3%, and 4.0% were recorded respectively for the line's volumes, revenue and operating profit.

Chairman and CEO Rodolphe Saadé said the results were particularly pleasing in light of sharply rising fuel prices.

He said the company's core earnings before interest and tax "recorded a significant increase compared to the second quarter of 2018, at 40%.

In respect of volume and revenue alone, the line said that volumes shipped recorded a growth of more than 5.5% compared to the 3% for the previous third quarter (Q3) period.

It added that more than five million containers had been shipped in Q3, by far exceeding its own expectations, a feat "attributable to the strength of most of the trades, particularly the Trans-Pacific, India-Oceania, and Africa".

As for its revenue, CMA CGM achieved an increased yield figure of $6.06m for Q3.

Reprinted from FTW Online

New SATV vessel

Artist's impression of new vessel.

THE design of the new vessel builds on the success of proven Damen designs that have earned themselves an outstanding reputation in the European renewables market.

The premise of the design is the Damen Twin Axe bow design. The Axe Bow, a patented design that allows the vessel to cut through waves instead of slamming, significantly improves seakeeping and onboard comfort. Damen's FCS 2610 optimised this seakeeping behaviour by combining the Axe Bow with a catamaran hull form.

The FCS 2610 was heralded as a game changer in the offshore renewables industry in Europe and went on to sell over 45 vessels. Damen has recently developed this theme further with the FCS 2710 – a new FCS vessel one metre longer than its predecessor and, significantly, with an additional metre in water clearance, enabling the vessel safely extended operational windows.

The FCS 3410 further develops this evolutionary theme, tailoring the concept to meet the requirements of the emerging US offshore renewables market, as Daan Dijxhoorn, Damen sales manager US explains. "This vessel is well suited to numerous markets; however, we have given it long endurance capability so that it can remain at sea for up to five days at a time – a requirement typically seen in US operations. To facilitate this we have designed a vessel six metres longer than previous FCS types, able to host more on board personnel and accommodation."

The FCS 3410 also draws on the successful Damen Accommodation Support Vessel 9020, a walk-to-work vessel designed for transporting and providing accommodation for offshore personnel for up to a month. Daan continues: There's a real sense that offshore wind is building momentum. The Black Island Wind Farm off Rhode Island is still the only wind farm in operation off the coast of the USA nearly two years after it opened, but a number of states are pushing ahead with their own plans for offshore renewable energy development."

Massachusetts currently leads the way in these developments with a target of 1,600 MW generated by wind energy by 2027 and having an 800 MW project planned to begin next year. New York, New Jersey and Maryland also have plans in the pipeline.

Port of Beira to almost double current TEU capacity

AN additional investment of US$290 million in the port of Beira by concession holder Cornelder de Moçambique (CdM) has been approved.

The Mozambican government has also extended the concession period for the management of the port of Beira to a further 15 years (until July 2038) to allow CdM to recover its additional investment.

Under the new investment, CdM intends to strengthen the port's cargo processing capacity, which involves adding berths and parks, terminals, warehouses and other facilities directly related to the operation of the facility.

The investment will enable the port of Beira to process 700 000 containers per year, almost doubling current capacity.

Reprinted from FTW Online

Shipowner 'redirects' fine for lack of regulatory compliance

FAILURE to keep a proper onboard record of regulatory and legislative changes can have costly consequences for shipowners and their intermediaries, as evidenced by a claim recently handled by professional indemnity insurer for the transport industry, ITIC.

The crew of a ship which frequently traded to US ports found themselves in contravention of state legislation when they conducted deballasting operations en route to California more than 50 nautical miles out from the California coast. Such an operation had been permissible - and had indeed been performed by the crew - under the regulations in force when the ship had previously traded to California. But, on this occasion, such deballasting was in violation of new regulations which had entered into force in July 2017, requiring ships entering from international waters to deballast more than 200 nautical miles from the coast of California.

The Californian authorities had disseminated this change to the shipping community by way of circulars. Information had also been published by the ship's P&I club, but the change had not been picked up by the ship's managers. As a result, the ship's ballast water plan had not been updated to reflect the new rules.

The Master admitted to the Californian authorities that the crew were not aware of the change in legislation, and the authorities duly issued a fine of $280 000 against the owner. This was subsequently negotiated down to $215 000, which the owner claimed from the ship managers on the basis that they should have been aware of the change in law and should have updated the ballast water plan. The claim was settled by ITIC.

Source: FTW Online

European liners have better operating margins than Asian rivals

FROM Splash 247.com - Sam Chambers Asia, Containers, Europe, comments EUROPEAN liners appear far more adept at their business than their Asian peers, according to analysis from Alphaliner.

Average operating margins of the main carriers that have published their financial results turned positive in the third quarter of 2018 to 0.5%, but remain well below the 5.3% level recorded in the same quarter last year.

Results varied across the main shipping lines, with the three European carriers Hapag-Lloyd, CMA CGM and Maersk, leading the pack.

Asia-based carriers lagged behind with three of them, Yang Ming, ONE and HMM, posting negative results for the quarter.

"Competition remained keen, as carriers continued to chase market share," Alphaliner noted in its most recent weekly report.

3rd Quarter 2018 Source: Alphaliner

Operating Margins by Carrier

In US$ M	Revenue	Core EBIT	Margin
Hapag-Lloyd	3,542	237	6.7%
CMA CGM	6,062	241	4.0%
Maersk	7,321	275*	3.8%
EMC	1,465	47	3.2%
Zim	841	21	2.5%
Wan Hai	565	9	1.6%
Yang Ming	1,263	-22	-1.7%
ONE	2,963	-192**	-6.5%
HMM	1,142	-98	-8.6%

* Maersk EBIT is estimated
** ONE based on net profit

Panama looks to build logistics business

FOLLOWING strong year in terms of growth in vessel transits, the Panama Canal Authority is once more turning its attention to building up port capacity as well as building new zones for increased logistics activity.

Panama Canal Authority administrator and chief executive Jorge Quijano said that while vessel transits were its primary business barometer, ports activity had become increasingly important to the country as a whole.

"Panama doesn't just rely on transits, but also on transhipment and there is an increasing synergy between transits and transhipment – 72% of the vessels transiting the canal also make a port call to drop off and pick up cargo.

"The question for Panama is whether we can add value to that cargo to create exports – we are not like Colombia, with a population of 40m and its large industrial base.

"That fact makes our ports less competitive, so we are looking at ways to open up the containers and add value to the goods coming through the canal," he said.

A large parcel of land exists along the canal, near to PSA Panama's Rodman terminal, which itself completed a major expansion project earlier this year that took capacity up to around 2m teu per year, and transformed it from a single- to a two-berth operation where MSC has established a transhipment operation connecting its Ecuador feeder service with one its transatlantic deep sea services.

Ships navigating the Panama Canal.

There is some 1,200ha of brownfield land adjacent to Rodman, which was "completely useless land that couldn't be used because it was full of ordinance left by the US Army when they were in control of the canal, as they used it as a firing range".

The area was cleared of the ordinance during the canal expansion project.

He said that the canal had drawn up plans to develop a ro-ro terminal for pure car carriers where value-added services such as pre-delivery inspections of finished vehicles could be offered, as well as an LNG bunkering facility for vessels using LNG as a fuel post-2020.

Next to that will be the site of "Panama's logistics dream", possibly covering as much 689ha. Mr Quijano said construction of the first phase will launch next year, covering some 55ha, with a second phase dedicated to temperature-controlled logistics covering 30ha to follow.

He added that Panama may once again look to concession the Corazal terminal project which previously failed to attract a single tender, as described in the recent Loadstar Long Read, despite initial interest from PSA, APM Terminals and CMA CGM, amongst others.

"There were some companies that didn't express interest initially that we are now talking to and instead of a three-ship berth, we have brought it down to two.

"We are not clear about when we might relaunch the tender process, but we are certain it will be needed at some point – the current port capacity of Panama is about 6m teu and we feel that more will be required at some point," he said.

It appeared that Panama is able to turn its attention back to its ports now that the decision to expand the canal, formally opened in June 2016, has been firmly vindicated.

"In the fiscal year there was a 22% increase in tonnage transiting the canal – it has been a very good year for the canal. There was a 12% increase in container tonnage and 24% increase in liquid bulk.

"Car carriers also picked up and got back to the level where they were in 2007, mainly due to Mexican exports of finished vehicles to the US.

"However, any tariffs imposed by the US poses the question of how the future of the Panama Canal will look. The fact is that the canal's two largest customers – the US and China – are about to embark on a course that will affect us; we just don't know how yet," he said.

It also finds itself under continuing competitive pressure from Suez, and Mr Quijano claimed the Egyptian waterway offered lines a 55% discount on transit fees when Panama opened the expanded canal, which last year was increased to a 65% discount – "They are almost giving it away," he said.

Collaboration pays off in Maputo

JSE listed Grindrod Limited and its partners, continue to build on its core freight management competence in improving and unlocking trade corridors. This is evident in the recent improvement in the efficiency achieved at the port of Maputo. Amongst other factors, the improvement is attributed to three major interventions which Grindrod is proud to be associated with.

Firstly, the Maputo channel dredge (port deepening) completed by the Maputo Port Development Company* (MPDC) in January 2017, at a total cost of US$ 85m, which allowed the largest post Panamax vessel to set sail from Maputo in June 2018 with 100 674 DWT; a record for this port. Total MPDC port volumes achieved in 2017 increased by 22% in comparison to 2016. Further investment in freight handling equipment to facilitate the more efficient loading of these type of vessels, at a cost of US$ 25m, will be complete in the 2nd quarter of 2019.

Secondly, the Berth Deepening and Quay Offset Project at Grindrod's Matola Coal Terminal (TCM) which now allows fully-laden Panamax vessels to berth at TCM. In recognition of the Berth Deepening project at TCM, on 12 October 2018, Grindrod, as the client, and its appointed consulting engineers, PRDW Africa (Pty) Limited, and contractor, Subtech Group Limited, jointly received a South African Institute of Civil Engineering award (SAICE) in the category of most outstanding civil engineering project (Railway and Harbour Engineering), whilst being highly commended in the category of Outstanding International Project.

Thirdly, the collaboration between key business partners Transnet Freight Rail (TFR), Mozambique Ports and Railways (CFM) and MPDC, allowed TCM to increase coal volumes by 36%. This significant increase came on the back of improved information sharing, continuous planning and commitments made in support of each of the parties' business models. The result is an improvement of 25% (to 50 wagons per train) on the coal rail-line and a 7% increase on the magnetite rail-line. In September 2018 the first 80-wagon train (a further 60% improvement on the existing coal-line) was successfully tested through the Maputo corridor.

These achievements contributed to TFR receiving a prestigious Platinum award for the Maputo Corridor at the Annual Logistics Achiever awards on 14 October 2018. The award gives top honours for: "Expanding South Africa's International Global Route-to-Market and capacity".

Andrew Waller, CEO Grindrod Limited commented: "I am extremely proud of what our logistics partners and Grindrod, in particular the Maputo teams, have done to unlock this corridor and provide an efficient solution to our customers. This not only involved the collaboration between TFR, CFM, MPDC and Grindrod, but also included the employment and on-boarding of 477 new (Mozambique nationals) employees and some 7 000 + hours of training. To be associated with such prestigious awards in the process, confirms our strategic intent and human capital potential.

US soybean exports heading south

A weaker Q4 for smaller dry bulk tonnage should be followed by a stronger Q1 and Q2 as seasonality returns amid trade disruption, writes William Tooth from Maritime Strategies International (MSI).

TWO months into the current US soybeans trading year, the impact of president Donald Trump's trade war is becoming more apparent, according to the latest Dry Bulk Freight Forecaster from Maritime Strategies International (MSI).

US exports between September and October have dropped by 41% year-on-year, but whilst there is a significant drop in exports to China (down 96% yoy), there is an increase to shipments elsewhere (up 86% yoy).

Recently released September trade data has provided an early indication of the likely impact of China's 25% import tariff on US soybeans on Q4 peak trade levels. Revealingly, despite a strong relative fall in US soybean prices more than offsetting the tariff, China imported just 67,000 tonnes of US soybeans during the month, compared with 2.9mt in September 2017.

Overall it seems likely that US soybeans will not be heading to China in significant volumes over the next few months, accounting for approximately around 5% of sub-capesize demand in Q4. It is highly unlikely this cargo will find another buyer in such volumes, and most will be destined for US domestic stocks.

SKILLS TRAINING & DEVELOPMENT

New training centre and upgrade for Engen Hillside in Durbanville

THE people of Durbanville have a new-look Engen service station that boasts a diverse range of 24-hour convenience services including an Engen Quickshop, Corner Bakery and multi-branded ATM machines (ABSA and Standard Bank). The recently upgraded Engen Hillside Convenience Centre officially launched to the public on 28 November 2018.

"...we are thrilled to launch the modern and spacious facility..."

Situated on the corner of Hills Road and Durbanville Avenue, Engen Hillside is also the new home of the Engen Training Academy, previously located in Edgemead.

Operating as a company owned service station, Engen is extremely excited to add the new bouquet of convenience offerings at Engen Hillside, which will all operate 24/7.

"Added to our new look forecourt at Hillside, planning for the new Engen Training Academy has been underway for the past 5-years and we are thrilled to launch the modern and spacious facility that provides the sort of innovative environment that reflects the Engen brand," says Engen Head of Retail, Seelan Naidoo.

Engen Managing Director and CEO Yusa' Hassan officially launches Engen Hillside and the Engen Training Academy

The training centre is geared to provide new Engen service station franchisees with practical on-the-forecourt training over a 2 ½ week period as well as practical standards training. In addition, the facilities provide existing Engen managers, franchisees and head office staff with a variety of courses on different aspects of the business.

The Engen Training Academy has a number of training rooms and expansive breakaway areas that can be tailored to size, and accommodates 22 delegates per course.

Luzuko Tseku, Engen Hillside's operator is a firm believer in getting involved with the community in which he operates, and is keen to support the local residents.

"Having previously managed the Engen Edgemead service station, where we supported the Bothasig Community Policing Forum as well as their school feeding scheme project, we are hoping to do something similar in the Durbanville community."

Adds Naidoo: "Engen is very excited to see our network flourishing. Our modern new training facilities will enable us to deliver on our brand promise where convenience and customer service remain key determinants of success in our industry.

"We wish the staff of Hillside service station every success and are confident that the team will have a positive impact on the Durbanville community."

Engen Learn programme provides critical life-skills

ENGEN, in collaboration with FUEL Online Training, has delivered a record 3.5 million training interventions to Engen forecourt attendants around the country since its inception in 2013.

The training focuses on job skills and competencies related to customer service as well as critical life-skills which can be accessed via an iPad training app.

Community support material created for Engen staff includes basic first aid, drug and alcohol abuse prevention and understanding money management.

The programme has also offered 640 000-education interventions concerning people living with HIV, which still affects millions of South African families.

"We are very excited by the level of success achieved by our programme."

"The Engen sites that implemented Engen Learn have delivered increased customer satisfaction," says Retail Training Academy Manager, Renee Kemm.

The Engen Learn programme has receive numerous national awards, including an award from Apple for innovation, the Future of HR Best Learning and Development Strategy award in 2017, and a Directors Best Choice nomination for the same award in 2018.

"This is a ground breaking solution which, if nurtured, has the power to be a truly transformative force in South Africa. Our reach allows us to directly inspire thousands of employees, who in turn are empowered to impact on their families and communities," adds Kemm.

Below are some comments received via survey from service station staff about Engen Learn:

"Ever since the introduction of Engen Learn I learnt so much and not only about the industry but am happy to say am now debt free because I followed what I learned here."

"When I started as a Cashier it was just a job. The Engen Learn modules about the history of Engen fascinated me."

"Today, even the President, is not as happy as I am in my job. All thanks to a simple app."

"Engen Learn has taught me to be strong and resourceful manager and it has given me some powerful life lesson especially when it comes to budgeting and being a responsible person in life."

"I have learned to identify someone who uses substances. I learned how to budget. I have learned how to deal with someone who is HIV positive."

Practical guide launched for accountants

SAGE has released the publication of 'Accounting for Change – A practical guide for accountants'. Written by accountants, for accountants – this e-book offers a collection of tips and advice designed to help practices navigate digital disruption.

This practical guide focuses on four key pillars: Talent, Culture, Preparedness and Implementation of digital change.

Accounting for change

Chapter by chapter, the guide reveals the crucial factors for success for accountants who want to future-proof their practice and move from redundant to indispensable. Highlights include:

- **Talent - *attracting and retaining the accountants of the future***: The accounting sector is one of many facing a 'war on talent' globally. This chapter advises accounting firms how they can recruit from a wider pool of talent, provide a clear path to partnership, and keep pace with new technologies to meet changing client demands.
- **Modernising culture - *mind-set and relationships***: As the application of technology grows, combined with shifting client requirements, accountants must provide an expanded range of services. This chapter identifies how a change in mind-set and culture within accountancy firms is now a pre-requisite to ensure success both for today and tomorrow.
- **Riding the digital wave - *ensuring transformation readiness***: There can be no ignoring the technological change currently taking place in the accounting profession. By 2020, key accounting tasks related to audits, payroll and tax are expected to be fully automated with artificial intelligence (AI) based technologies. This chapter looks at how for the vast majority of accounting firms, technological innovation will play a major role in any transformation, and importantly why more accountants than ever before are starting to embrace the digital revolution.
- **Putting theory into practice – *accounting for change***: From building a brand that will attract new business and talent, to plugging the skills gap and keeping pace with the biggest technological revolution the profession has ever seen. This chapter looks at the four practical steps that accounting practices, large and small, can follow to help them move from redundant to indispensable; adopt a technology-first mind-set, invest in people, become a '365' firm, carve out a niche and excel in it'.

Notable amendments to the companies act

By Janine Will, a Senior Associate in the Commercial Department of Garlicke & Bousfield Inc

Janine Will.

THE Companies Amendment Bill, 2018 was gazetted on Friday 21 September 2018. The Bill proposes the first amendments to the Companies Act, 2008 since the Act came into effect in 2011. Some of the proposed amendments to the Act are highlighted below.

1. **Filing of Annual Financial Statements and Securities Register**
Currently, a company which is required by the Act or the Regulations to have its annual financial statements audited must submit a copy of its annual financial statements to the Companies and Intellectual Property Commission (CIPC) when filing its annual return. There is no obligation to file a copy of the securities register at CIPC (and neither can a copy of the securities register be filed voluntarily).
Under the Amendment Bill, *every* company must submit a copy of its latest annual financial statements and a copy of its securities register when filing its annual return.
2. **Disclosure of Remuneration of Individuals**
Currently, a company which is required by the Act to have its annual financial statements audited must include particulars showing the remuneration and benefits received by each director or individual holding any prescribed office in the company.Under the Amendment Bill, a company which is required by the Act to have its annual financial statements audited must include particulars showing the remuneration and benefits received by each director and prescribed officer in the company, and each individual must be named. Prescribed officers include senior managers who are not directors. Furthermore, the directors of a public company must prepare a report containing details of the remuneration and benefits awarded to individual directors, which report must be presented to the shareholders at the company's annual general meeting.
3. **Private Companies which Require Takeover Regulation**
Currently, the Takeover Regulation provisions of the Act and Regulations apply to a private company if more than 10% of the issued securities of the company have been transferred, other than by transfer between or among related or inter-related persons, within the period of 24 months immediately before the date of a particular affected transaction or offer.
Under the Amendment Bill, the Takeover Regulation provisions will apply to a private company if, at the time of the affected transaction, the company is required by the Act or the Regulations to have its annual financial statements audited.

NOTE: This information should not be regarded as legal advice and is merely provided for information purposes on various aspects of commercial law.

Planning to sell

IF you are considering selling your business 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, and many 'pitfalls' to avoid! George touches on certain of these issues below:

- Timing the sale of your business in terms of your personal objectives is critical. Considerations are retirement, part-retirement, personal asset diversification, a new venture, or merely a lifestyle change. From the business perspective one must also consider the stage of the business in its life cycle, industry activity, as well as its capital requirements for further growth.
- Value maximisation - Determination of the market value of a business - a business 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 and will result in the best valuation?
- Compliance and deal structure - A business can be sold under different types of sale agreements each having very different tax, risk, legal and accounting implications.
- 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 be required to 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.

Horizon Capital Corporate Finance services include understanding a 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; approaches potential buyers in a discreet and selective manner; identifies the optimal deal structure and negotiates a 'fair' price. Thereafter it oversees the preparation of the Sale Agreement and supporting documentation as well as facilitating the payment.

Card skimming gets more aggressive

By Simeon Tassev, Managing Director and Qualified Security Assessor at Galix Networking

Simeon Tassev.

THE recently uncovered MagentoCore skim scam has really upped the ante, being described as the most successful skimming campaign to date, with over 7993 online stores hosted on the Magento global ecommerce platform being affected over a six month period. Fifty-one million customers around the globe have made purchases from Magneto merchants, and the malware shows no signs of stopping any time soon.

With over two hundred and fifty merchants using the opensource Magneto platform, the hacker group responsible for MagentoCore continues to target new brands. According to industry expert and the person responsible for uncovering this threat, Willem de Groot, the hackers use a script called a 'payment card scraper' or 'skimmer' once they've breached the site and modified its source code to load the script along with its legitimate files. The script usually loads on store checkout pages and secretly records payment card details entered in payment forms, data that it later sends to a server under the hacker›s control.

What makes the malware so attractive to cybercriminals is that it is so incredibly difficult to trace, and the copying of hundreds of cards per day gives them the ability to copy far more data than ever before.

What can retailers do?

Skimming is only one of many security risks that retailers with an ecommerce portal need to take care of. It's essential that they have a full risk management strategy in place which assigns a risk factor to their risks, giving them a priority and putting the right technology in place to protect both themselves and their customers.

What can consumers do?

Here are some tips to ensure consumers protect themselves:

- **Check that the website is secure.** A secure website will have a valid certificate, usually demonstrated by a locked padlock icon.
- **Deal with reputable vendors.** This may not always be possible, and there are many exciting and trustworthy ecommerce stores that open up on a daily basis.
- **Ensure that the site has 3D security enabled,** where shoppers are redirected to a third party platform, often a financial institution's platform, to verify that they are making the purchase through a security code being sent to the purchaser.
- **Shoppers can also make use of a virtual card,** which they load up with a pre-set amount of money in order to make online payments. A virtual card is a card created by a virtual card provider similar to a gift card. Many banks and third party virtual card providers are available today so that shoppers can add a layer of protection to online shopping.
- **Mobile payment applications** such as SnapScan or Zapper offer a safer method of payment for shoppers, so they should look for providers that offer this as a payment option.
- **Remember that there is no 100% safe** way to shop online or in store when using a card. Shoppers should be vigilant and if they are unsure, rather skip the purchase and find an alternative payment method.

Retire Right - the guide

RETIRE RIGHT, the definitive guide to retirement and retirement planning in South Africa, has been rewritten and updated as The Ultimate Guide to Retirement in South Africa and is now available in bookstores and online as a eBook.

The Ultimate Guide to Retirement in South Africa is written by authors Bruce Cameron, the retired editor of Personal Finance and author of Retire Right, and Wouter Fourie CFP®, the 2015/2016 FPI Financial Planner of the Year and a Director of the Financial Planning Institute and CEO of Ascor™ Independent Wealth Managers.

"The Ultimate Guide to Retirement in South Africa combines insight into all of the aspects of retirement, including the preparations and planning, the psychological aspects and the detailed legal and administrative considerations that you have to keep in mind," says Cameron. "As such, the book is a helpful guide to anyone planning for retirement and retirees seeking the best possible guidance on their life savings."

Since introducing the book in June 2018, the first imprint of 7 000 copies has been sold out, making The Ultimate Guide a national bestseller. The publisher, Zebra Press, has since printed a second consignment, which is now available.

The Ultimate Guide covers a myriad of topics and is arguably the most comprehensive book of its kind on retirement yet to be published in South Africa. Topics include discretionary investment products, buying a pension, civil service pensions, women and retirement, estate planning, the psychology of retirement, social grants, tax and healthcare in retirement.

"We wrote the book to be helpful to people in different stages of their lives and to people with different types of pensions. We also addressed many of the spoken and unspoken assumptions about retirement planning and about receiving financial guidance," says Fourie.

The Ultimate Guide to Retirement in South Africa features a foreword by Minister Pravin Gordhan, in which he highlights the many recent changes in pension regulations and references recent research that shows that people often do not have enough information available to enable them to make the right decisions at and after retirement. The book provides comprehensive guidance and even identifies warnings on pitfalls one needs to avoid.

The Ultimate Guide to Retirement in South Africa has been recognised by the Financial Planning Institute (FPI) for the quality of the content and has approved the book as an FPI Recognised Publication for CPD purposes for financial advisors and planners.

For more information on The Ultimate Guide to Retirement in South Africa by Bruce Cameron and Wouter Fourie CFP®, please visit www.retirementplanning.co.za.

Pedal to the mettle

BELLVILE-based financial services specialist Mettle Investments – which started off back in the late nineties as Boland Financial Services – looks set to hit the acquisition trial in 2019.

Mettle was recently split out of Christo Wiese controlled property company Tradehold – a move that would allow the respective businesses to focus on their respective niches.

Mettle is still a small operator, but highly regarded CEO Friedrich Esterhuyse is expected to bulk up the business by acquisition.

Recently Mettle signalled its acquisition ambitions by snapping up a 49% of Christopher Finance (CF).

CF is a niche financial services company providing working capital finance to selected firms of attorneys. The finance provided by CF is secured by claims for costs the attorneys have against reputable third parties.

There is an existing relationship with Mettle, which has been instrumental in raising senior funding for CF over the last two years.

Esterhuyse notes that this means Mettle has an intimate knowledge of the business model, and believed it could add significant value.

He said CF's lending book was currently R120 million and there was strong demand for the company's services.

Unaudited management accounts of CF for the six months to end August 2018, showed a net asset value of around R20 million with R4.9 million generated in profit after tax.

Bringing profitable assets onboard at Mettle could be the key to generating market interests in the company. Since listing n the JSE, Mettle's shares have been weak.

Mettle's SA business suffered a setback in the half year to end August when performance was negatively impacted by equity accounted losses of R2.8 million at subsidiary Lendcor.

Lendcor provides unsecured loans for home improvements to the lower LSM market through a network of building supply merchants.

Esterhuyse said the results of Lendcor were negatively impacted by the changes to the bank accounts into which SASSA grants are paid.

"This has resulted in a non-recurring provision against a portion of Lendcor's loan book."

He said changes had been made to the business rules to ensure that this situation did not recur.

CREATING A SUSTAINABLE TOMORROW – TODAY

SKILLS DEVELOPMENT CRITICAL TO SUSTAINING SOUTH AFRICA'S GREEN ECONOMY

South Africa is once again on an upward trajectory, with an expected Gross Domestic Product (GDP) growth of over 1.5% in 2018.

In light of this positive news, it must be noted that natural resources such as water, land, and minerals are the biggest drivers of the South African economy. This vast and lucrative sector of natural resources covers a full spectrum of industries like mining, agriculture, energy and gas.

Additionally, both the energy and water particularly are fundamental resources for all industries. Considering their impact on the economy, the country would not exist without them. To compound this, South Africa has been enduring the worst drought in over 30 years – affecting the country's tourism and agriculture sectors severely. As a result of the intense drought experienced in the Western Cape, the province has shed over 50,000 jobs in the agricultural sector alone with a projected loss in the agriculture sector in the province of up to R5.9bn.

Moreover, like other progressive countries the world over; South Africa is confronted with the challenge of a complete migration to renewable energy, sustainable water management and the extensive reduction of the carbon footprint. Failure to adapt can have far-reaching consequences such as fines for the government, increased possibilities of dangerous climate change and reduced competitiveness for green South African businesses.

Nevertheless, it cannot be denied that South Africa is making great strides to remain on par – if not ahead of its counterparts. Essentially, to lead the pack and continue to look after its own people, South Africa needs a skilled workforce that will take it forward. In this case, a young, talented, visionary and skilled labour force will be vital.

To secure world-class manpower that will advance the country's green economic sector and skills, strategic skills development initiatives are imperative. It is here that entities such as the Sector Education and Training Authorities (SETAs) continue to demonstrate their instrumental value.

South Africa has a total of 21 SETAs, these entities are strategically organised to address the skills needs of the country in their respective sectors. SETAs lead the education and training domain, namely in the technical and vocational space and due to the levy system have close ties with employers in the various industries.

As one of these SETAs, the Energy and Water Sector Education and Training Authority (EWSETA) has been working continuously to set the country forward with the main goal to safeguard and leverage the country's natural resources through improved skills planning and strategic skills development projects.

The EWSETA is mandated to anticipate, build and manage the skills development and training needs of the energy and water services sector through strategic skills planning within the context of the National Skills Development Strategy (NSDS III). The Authority serves seven sub-sectors which include electricity; oil and gas; nuclear; renewable energy; waste and sewage services; collection, purification, and distribution; and refuse and sanitation services.

South Africa has a unique opportunity to create employment opportunities in its renewable natural resources, including energy, water, and biodiversity. The implementation of the Green Economy Accord, as aligned with the government's New Growth Path (NGP), will see the development of green skills potentially create more than five million new jobs by 2020.

The EWSETA is fully committed to developing renewable energy and 'green economy' skills to support the Green Economy Accord and is actively involved in a number of significant projects.

The projects include the War on Leaks programme which aims to train 15,000 young people as artisans and water agents in local communities. Another partnership is with the South African Independent Power Producers Association (SAIPPA) to establish the UN Women in Oil South Africa programme.

EWSETA has also been a co-sponsor of the annual Green Youth Indaba with the Fibre Processing and Manufacturing (FP&M) SETA and Department of Environmental Affairs where the focus is on creating 'green' skills and career paths for youth and entrepreneurs.

Considering the shortage of artisans in the country, the EWSETA and other SETAs have partnered with the government and industry stakeholders to increase the output of qualified artisans on an annual basis. An increase in this critical skill should eventually aid the country in addressing the challenges that are facing the country's green economy.

Moreover, developing the scarce skills to manage South Africa's water resources and mitigate the impact of drought in the country is an urgent priority for the EWSETA. The SETA is actively engaged in key interventions, such as the Young Water Professional Conference and TVET water programmes.

Without a doubt, South Africa is well on its way to winning the skills race and this should yield sustainable results for its green economy. With that said, it is certain that with the SETAs by its side, great progress is guaranteed.

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Efficient new screen saves money

The Warrior 2100.

PROCESSING equipment supplier, ELB Equipment, has released an ultra-efficient three shaft screen which is capable of dealing with overburden for use in rehabilitation or to stockpile materials as a saleable by-product of mining.

The new Powerscreen Warrior 2100 is able to reduce processing cycles by dealing with unprocessed overburden and significantly shorten production times in the separation of materials either for rehabilitation or as saleable commodities. Its efficient handling of materials and economical powerplant derives further saving for miners or contractors onsite.

The machine is specially designed for work alongside mining operations in different terrains and has flexible screening options and generous stockpile heights to accommodate a wide range of loading types. It also offers quick setup times and an improvement with quick screen media changes when required.

Being able to effectively screen overburden reduces the requirement to blast, eliminating the associated environmental impact whilst also saving time and money. Overburden material can now be used and turned into a valuable product.

Kingsley switch to electric

MULTI-national beverage manufacturer, Kingsley Beverages, has become the first largescale company in South Africa to make the switch from internal combustion-engine forklifts to more productive and efficient electric machines from Linde.

"...the cost of fuel...has decreased from approximately R10 000/day to R2 000/day..."

With a fleet of more than 80 forklifts the company has steadily begun replacing its fleet of 2.5 and 3 ton internal combustion forklifts with smaller 2 and 3 ton electric models which are equally as effective inside the factory as they are outdoors in the loading yards.

According to the company's experienced maintenance team, Jakes Olivier and Fanie Horn, the reason for the switch is a simple case of mathematics in which the electric machines clearly outperform the internal combustion diesel and gas forklifts in all departments, including fuel consumption and performance, as well as having a positive effect on driver productivity.

Business decision

Says Jakes, "The primary reasons behind the switch relate to improving the overall cost-of-ownership and availability of our forklift fleet. For example, we calculated that the cost of fuel for our Malvern fleet has decreased from approximately R10 000 per day to a bill of less than R2 000 per day for electricity.

"The same applies to our other facilities throughout the sub-region and will certainly be used as a basis for our plants in Dubai, the UK and planned plant in the USA. What's more, the electric units require considerably less maintenance and take less than a third of the time that is usually required to service an equivalent gas or diesel machine.

Linde forklift in operation at Kingsley Beverages' Malvern plant.

"This type of availability improvement across our fleet effectively means that we can move the same amount of product with fewer forklifts. And, the benefits extend even further when reliability is taken into consideration, as the electrics work in all weather conditions and endure the same punishment as our diesels. Yet they easily keep up and require less maintenance in the long-run," says Jakes.

All-rounder

Fanie Horn explains that in terms of maintenance, thus far, the longest serving electric forklift has racked up an impressive 6 000 traction-hours and have not required any unscheduled maintenance. Even tyre wear is less due to the even application of power, as well as controlled stopping and turning that is afforded by the electrical controls.

And there is more, in the hygienically clean beverage environment the benefits are still greater with no emissions whatsoever and as a result no need for costly particle filters. The oil and coolant free motor and running gear also reduces the risk of oil spills and contaminants in the environment making the electric forklifts more environmentally friendly too.

"By comparison, our previous all-diesel and gas forklift fleet would generate nearly a ton of used oil per year, as well as crates full of other maintenance items like filters, cambelts, water pumps and other service items. All considered, we are actually racking up a massive saving on parts and maintenance alone, notwithstanding fuel savings, increased availability and improved productivity."

Futuristic models

The Linde E20PH and Linde E30/600 supplied to Kingsley are designed for high throughput applications where they outperform traditional machines in terms of stacking, transporting, loading, and unloading of a wide variety of goods in multiple application types.

The high productivity capability of the machines is due to Linde's patented compact COMBI-AXLE technology, which features two three-phase traction motors integrated into the front axle as well as unique maintenance-free brakes.

Farm duties for telehandler

THE versatility of the machine was a major factor behind Grobbelaar Boerdery's recent purchases of the AUSA T 204 H telehandler from Danlou Agri Hartswater, the authorised distributor of Smith Power Equipment, AUSA's southern African dealer. Mareli Grobbelaar was quite clear on a preferred piece of machine – she wanted a versatile telehandler that could multi-task and be deployed across several applications around the farm, apart from the usual loading of lurcene bales.

A demonstration showed how the machine could make light work of loading two maxi compressed bales of 750 kg each to 4 m high.

"The main reason for going into the market was that their tractor solution was too light and consequently started tipping forward. Additionally, they needed to load three bales horizontally onto their truck (load bed starting at 1,5 m high) for economic transportation and the T 204 H was the natural choice. Other operational parameters tested were machine manoeuvrability and speed while handling the load. An exciting feature in this regard is the crab mode, which allows the machine's tyres to independently turn in one direction," explains Kemp.

Ordered with forks, the machine is deployed to load lurcene bales. "Our tractors that we previously used for this particular task are old and can no longer do the job efficiently. We also have a bigger telehandler on site that we use to load bales. However, we also use this particular unit during harvesting and that's why we needed a second machine" adds Mareli.

Officially launched locally at bauma CONEXPO AFRICA 2018 by Smith Power Equipment, the AUSA T 204 H has a 2 000 kg capacity and is designed to carry loads on demanding terrains and narrow spaces. The machine can elevate 2 000 kg at 4,2 m. It has a reach of 1 000 kg at 3 m when the boom is horizontally extended.

Powered by a Kubota engine, the T 204 H combines hydrostatic transmission and joystick controls with an integrated inverter. The technology allows for smoother and intuitive handling on rough terrains, as well as better performance with reduced fuel consumption.

An advanced position cabin gives 360 degrees visibility. With uptime in mind, the tilting cabin offers easy access to key service points for quick execution of all maintenance tasks. It offers rough terrain capabilities due to permanent 4WD transmission with a limited slip differential on the front axle and high ground clearance.

Electronic position indicator for absolute spindle adjustments

INSTROTECH has introduced the new Siko AP20 position indicator, ideally equipped to detect the position of spindle adjustments in machines. It displays the corresponding positional data to the operator and passes it on to the machine control system. Simple system integration in combination with modern interfaces is all that is required. On the one hand, this ensures the shortest possible downtimes, on the other the interfaces provide loss-free data communication between the position indicator and the machine control system.

The compact system is particularly suitable for flexible manufacturing with production machines such as packing machines, woodworking machines, printing machines and machines for further processing of printed products. Wherever manual adjustment is carried out on production machines, bus-compatible Siko position indicators are able to optimize the production process in such a way that costly refitting times during product changeovers are kept to a minimum. Once installed, position indicators provide 100% process reliability. During product and size changeovers, incorrect machine settings and the associated risk of damage to tools or batches with defects can be eliminated consistently with the AP20.

Profile of AP20:

- Integrated Industrial-Ethernet-Fieldbus
- Backlit two-row LCD
- Display of target and actual value displays with integrated alignment
- Stainless-steel hollow shaft ø20 mm, up to ø25.4 mm as an option
- Robust sensor technology unit thanks to magnetic scanning
- User guidance through status LEDs
- Mechanically compatible with the DA09S and AP10 position indicators
- IP53 type of protection, IP65 as an option.

All-metal magnetic flowmeter

INSTROTECH has on offer Kobold's new MIM Magnetic Inductive Flowmeter, with an all-stainless steel body and rotatable TFT-display for flexible mounting orientations. This unit offers not only two arbitrarily configurable outputs, but also resettable and grand totalisers, making the MIM ideal for accurate and reliable measurement and monitoring tasks.

The new flowmeter MIM was developed for measuring and monitoring smaller- and medium-sized flow of conductive liquids in pipes and operates according to the electromagnetic measurement principle. Faraday's Law of magnetic induction states that a voltage is induced in a conductor moving through a magnetic field. The electrically conductive measuring agent acts as the moved conductor. The voltage induced in the measuring agent is proportional to the flow velocity and is therefore a value for the volumetric flow. The flowing media must have a minimum conductivity. The induced voltage is picked up by two sensing electrodes which are in contact with the measuring agent and sent to the measuring amplifier.

The flow rate is calculated based on the cross sectional area of the pipe. The measurement does not depend on the process liquid and its material properties such as density, viscosity and temperature. Two given outputs can be set to be switch, analogue or frequency. A dosing function can also be selected, where output 1 is set as switch NPN / PNP / PP and output 2 is set as control input.

Overview of EPS's significant characteristics:

- Stainless steel design
- Flow and temperature measurement
- Monitoring, dosing and transmitter function
- Coloured, multi-parameter configurable TFT-display, rotatable in 90° steps
- Bi-directional measuring
- Intuitive setup menu via 4 optical touch keys
- 2 configurable outputs (pulse- /frequency-/alarm- and analogue output)
- Grand and resettable totaliser

Monitoring the molecules

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

As a solution, RTS Africa Engineering became the distributors for the Norwegian company Neo Monitors several years ago. Recently, the company attended an update meeting Norway on the Neo Monitors' recent technological developments.

A key feature of Neo Monitors' offering is its reliable and robust method of measuring

the concentration of a single gas present in a mix of a number of other gases and dust. This capability is almost impossible with conventional gas-measuring technologies, which use probes inserted into the gas stream, Fraser explains.

Instead of a probe, Neo Monitors LaserGas analysers use a laser beam which is transmitted through the gas in the flue or duct. The wavelength of the analyser is tuned to recognise a specific gas and to ignore all others.

This cuts out cross-interference from other gases, dust or water vapour. The advantage of this instrument is that the electronics are mounted on the outside of the flue or duct and thus are not affected by the heat or corrosive qualities of the gas stream. LaserGas analysers can operate successfully in temperatures as high as 1 500°C and will deliver accurate readings even with 90% signal attenuation.

Highly reliable LaserGas analysers have application in a diverse range of industries including petrochemicals, steel production, power generation and cement manufacture among many others. Most conventional industrial gases as well as dust and water vapour can be monitored with one of Neo Monitors' analyser models.

"One of the most significant new developments from our side is that we can now measure some of the most problematic gases in combustion such as SO2 and NO and NO2; which we could not do before. From an environmental emissions control perspective, that is very important," says Fraser.

"In general, regarding Neo Monitors, whether there is a need to monitor the level of the single gas or multiple gases in a gas flow, Neo Monitors LaserGas analysers are able to make a vital contribution to both improved, more cost-effective and efficient production processes; and to a cleaner environment by limiting the effects of dust and chemical contamination," he concludes.

Affordable, effective level sensors

VAL.CO offers a range of affordable and effective level sensors that have applications across all sectors of industry, but that benefit, in particular, the tank building sector.

The Val.co range includes: small float switches, Linear-LC, limit level switch for side installation, multipoint and simple of double contact limit level switches.

GHM Messtechnik, South Africa, Managing Director, Jan Grobler commented "Val.co has a proven track record of more than 30 years of experience in the process instrumentation field. The company is dedicated to designing process instrumentation that satisfies customer requirements. The quick reaction time from design to providing a prototype to a customer is one of Val.co's manufacturing strengths".

"The range of level sensors are suited to all industries where level measurement is a crucial function, but has particular value to the tank building and hydraulics industry. It is a quality range and competitively priced" Grobler added.

Five ranges

Affordable small float switches for lid or bottom installation for industrial use are available in brass, stainless steel, polypropylene, PVC and PVDF. Combinations are available for use under aggressive conditions and have a parallel or conical thread connections in 1/8, 3/8 and ¼.

A comfortable continuous measurement based on proven float technology is what the Linear C range brings to the table. An integrated Reed chain with resistance circuit enables continuous monitoring of the level. Switching of tube lengths up to 2,000 mm enables affordable electronic measurement in large tanks. The OMNI-LC digital indicator offers the possibility of displaying measurements locally and in plain text (with background lighting).

Multipoint level switches for complex level monitoring with tube length switching up to 6m with a plastic version up to 5m. The Multipoint is used for distance monitoring of tanks that use up to six float stations. It offers additional application safety with temperature elements that can be optionally integrated in a switching tube monitor the media temperature continuously.

Effective limit level switches are supplied in a simple or double contact sensor in proven Reed switch design. Again, these switches are available in stainless steel, brass as well as aluminium or PVC. In continuous operation they are temperature resistance up to +1050C. Optional switching functions as a NC or change-over contact making external voltage supply unnecessary. Grobler said "The Val.co range complies with all international standards. The robust devices can perform in the most demanding conditions and are approved construction for explosion-proof ATEX Exd - Exi a, EAC and for naval use.

Cable life extended with protective coating

CABLE lifetime extension is the cost effective solution to premature aging of electrical cables. Changing or rerouting the cables is a costly operation and a cost effective alternative is provided by IBAS Group of South Africa with Fire Security of Norway which repairs damaged cables and protect them from fire, smoke, mud, UV, ozone and chemical damage. Fire Security's DNV-GL approved coating systems is utilized for repairs and environmental protection in high risk areas in both offshore and land based industries and lately on numerous LNG carriers and refineries.

Benefits:

1. Taking care of the cables ability to function.
   FS cable coatings have a very high insulation value and dielectric strength. This ensures that the electric safety is upgraded and improved and that the working capabilities of the cables are maintained.
2. Upgrading the cables to meet today's safety standards.
   FS coated cables are upgraded to meet today's stringent standards with regards to toxicity, smoke emission, smoke toxicity, flame spread and fire resistance.
3. Minimizing detrimental effects on the installation.The application of the FS coating is done insitu while the cables are operational.
4. Tripled cable life expectancy with FS5. Experience has shown that FS5 coating can double or triple the cable life.

Cable Life extension provides:

- Upgraded fire protection properties
- Upgraded cables smoke class
- Short circuit delay in a fire situation
- Upgraded insulation properties
- Increased dielectric strength
- UV protection
- Ozone protection
- Mud protection
- Oil protection
- Chemical protection

After repair of the UV damaged cable a FS5 ablative cable coating is applied to protect electrical cables from environmental damage and make the cables fireproof.

SA sector steers Ghana towards lead-free paint

THE South African coatings industry will be assisting a major building material manufacturer in Ghana to produce the country's first lead-free paints.

South Africa is the only country on the African continent with legislation prohibiting the use of high levels of hazardous lead in decorative paints already in place, and legislation pending to also drastically restrict the use of lead in industrial paints.

The draft amendment for the South African Hazardous Substances Act stipulates that the level of lead in paint produced locally, previously legislated at 600ppm, will in future be only 90ppm to fall in line with international standards. The amendment affecting both the levels of lead in paints - and methanol in lacquer thinners - is likely to be promulgated next year, or early 2020, depending on the date of completion of a socio-economic impact assessment study (SEIAS) now being conducted by the government. Offenders will face prison sentences of up to 10 years or heavy fines.

The SA Paint Manufacturing Association (SAPMA) has now been asked to advise Ghana's Dakmak Group, a leading construction industry producer based in Accra, on the steps required to move towards lead-free paint production. The US Environmental Protection Agency (EPA) is engaged in an international outreach and anti-lead education programme on behalf of the United Nations and, following the request from Dakmak, asked the International Paint and Printing Ink Council (IPPIC) to offer assistance to the Ghanaian group.

Deryck Spence, executive director of SAPMA - the South African representative of IPPIC - says SAPMA will offer all assistance and advice possible to help the Ghanaian producer and will liaise directly with the Dakmak Group as Ghana has no official body representing its coatings sector.

"The South African government's decision to outlaw all lead in paints follows years of crusading for this cause by SAPMA as the use of lead in paint and methanol in thinners has been proven to be harmful to health - particularly in children – and pollutes the environment and all forms of life in it.

"It is commendable that the Dakmak Group has decided to remove lead from its paint ranges as it will set an example to other sub-Saharan countries. It is already virtually impossible to export leaded paint to Europe and America so national economies face potential harm if their coatings sectors do not produce internationally acceptable products. It may well be cheaper to produce paint with lead than safer alternative compounds but globally such leaded imports

are totally banned," Spence states.

He says it is hoped that the socio-economic impact assessment study (SEIAS) now being conducted by the SA government will be completed as soon as possible so that all forms of paint with illegal lead limits would be prohibited locally next year already. "Any undue delay would continue to erode the competitiveness of SAPMA members who are already complying with anti-lead laws, particularly in industrial paint production – for which hazardous levels of lead are still legal," Spence adds.

Feeling the pinch

Market share shrinks, but collection rates continue to grow

THE latest packaging report released earlier this year by local research house, BMi Research, has revealed that the collection rate of metals packaging in South Africa continues to grow year-on-year. An impressive 75.8 % of all metal packaging that entered the South African market during 2017 was recovered, compared to 73 % the previous year – making SA one of the leaders in the world when it comes to post-consumer metal packaging recovery. Internationally it is reported that 75% of all aluminium ever produced is still in use today.

According to Kishan Singh, Chief Executive Officer of Metpac-SA (the Producer Responsibility Organisation representing the steel and aluminium packaging industries in South Africa), this positive growth in post-consumer metal recovery is expected to continue.

"Like so many other sectors in South Africa, the metals packaging industry has not escaped the effects of the country's economic slowdown. The beverage sector, in particular, was negatively impacted by the sugar tax that came into effect at the beginning of the year, resulting in a smaller slice of the pie of the local packaging market."

"Despite these obstacles, we have set ourselves aspirational collection targets for the next 7 years," Singh says.

Uninterrupted production for high-pressure coding environments

UNLIKE other printing technology, continuous inkjet (CIJ) printers operate at low cost because they run for many hours before requiring a service.

The first extensive development of inkjet printing technology began in the early 1950s and is now one of the oldest printing technologies still in use. It is ideal for an array of uses in many industries and capable of marking most substrates. In high-pressure production environments its versatility, printing tolerances, reliability and cost effectiveness are what manufacturers most appreciate.

This simple technology works by creating a continuous flow of ink by pushing liquid ink through a gun body and microscopic nozzle via a high-pressure pump. Many industries demand high-speed printing, which the CIJ is capable of achieving. A non-contact continuous ink system, CIJ virtually eliminates potential damage to packaging or products during the printing process. It is perfect for use in harsh environments and can be used with a variety of inks depending on industry needs. Solvent-based inks that contain alcohol or ketones may be used in CIJ printers to ensure fast drying times.

Graphics printing, expiration dates, and barcodes can be achieved using small character CIJ printers, which offer precision and work seamlessly with surfaces that are curved, flat, or textured.

The 9018 small character inkjet printer from Markem-Imaje, locally distributed by Pyrotec PackMark, offers innovation and simplicity. With its all-inclusive M6' ink circuit, production can run uninterrupted. The easy-to-change M6' ink circuit can be clicked-in and clicked-out in less than six minutes using no specialised tools. Additionally, its innovative cartridge system and associated ink (MEK-free and permanent ink) make set-up automatic and clean, optimising operators' time and overall production uptime.

The Markem-Imaje 9018 is smart, easy to run and, with its straightforward design, is ready to print within minutes of purchase, even in the harshest environments.

The primary benefits of the 9018 are that it prints up to four lines at speeds of up to 3m/s. It creates logos directly from the operator/machine interface while jet speed control guarantees marking quality. The 9018 automatically selects fonts, and a wide choice of characters, depending on print speed and printhead/object distance. Additionally, its monojet printhead offers a resolution of 71dpi, font heights from 5 to 24 dots, and character heights of 1.8 to 8.7mm.

Implementing Industry 4.0 in packaging

Omron Industrial Automation provides some guidance

ADOPTING Industry 4.0 into your packaging line can bring many benefits from better data management to improved efficiency. But while the benefits may be clear, replacing a complete production line may not be an option for packaging companies operating on already tight margins. While moving to a modern, flexible and smart line brings the most benefits; even small changes to existing facilities can deliver significant boosts to efficiency.

It's all about the data

Smart packaging lines can improve traceability, uptime, and quality, while reducing running costs and total cost of ownership. Most of the benefits come from having an integrated component and control platform which allows seamless exchange of data between devices and the control system. Having access to this component level data is one of the key enabling factors to realise the benefits of an Industry 4.0 system.

Especially on older equipment, even if some data is available, it is typically just a very binary on/off indication. Either the machine is working or not, the sensor can detect something or not. There is often no granular information that could for example indicate that a machine is operating at less than full capacity because of increasing wear on the motor bearings or that an optical sensor is getting dirty instead of just stopped working.

So, capturing that data electronically is a good first step. This might require changing working process to make sure that the data is logged correctly and not just scribbled illegibly in a paper form. Or, if the data is already being captured by the equipment, connecting the machine to higher level IT domain or analytical software. This might require some small technical upgrades to the equipment to add additional sensors to capture operating data, convert existing analogue information into a digital format or add a data communications module to provide remote data capture and control.

Once the basic data capture process is place, it is then possible to start analysing the data to see how efficient the line is running and, often, to identify potential bottlenecks in the process that would allow further improvements to efficiency. It will also be possible to monitor device condition, permitting preventative maintenance type functionality.

For example, imagine that the labelling machine on your line has a small fault. The operators know that it needs to be adjusted every now and then to keep it running smoothly. It only takes a minute or two to fix, so they do not even track it anymore. But over time that could account for a significant impact on the line's efficiency.

One step at a time

Having a good understanding of how well your packaging line is running, can let you focus investment on the parts that are least efficient. This also allows you to develop a strategy for migrating your lines to enable smart, flexible production.

In today's fast-moving markets, product runs tend to be shorter and more diverse. Lines that were set up for a single product or that take a long time to changeover to a different product can be significant causes of inefficiency. Retooling a line to allow it to support different types of product or automating the changeover can bring significant benefits by keeping existing lines running longer and reduce the time lost when switching between products.

Speaking the same language

Whether you are upgrading part of an existing line, or building a new one, it is critical that all the machines communicate using standard protocols and common data sets. Even a new line will likely have components from different manufacturers, so making sure they all talk the same language is critical.

For example, OPC UA is an open and secure communications standard that is widely used for Industry 4.0 applications. OPC UA is a cross-platform development of OPC (OLE for Process Control) that was first defined by a number of players in automation together with Microsoft in 1995. OPC UA builds on the success of OPC, offering a platform independent solution that also includes model-based data handling.

In addition to communicating with each other, equipment on the line also needs to provide standard interfaces for operators. Standards such as PackML define a series of modes and states to ensure a common HMI look and feel, as well as providing a common method of conveying important data between machines.

Smarter decision making

By having the data available in a common and easy-to-understand format, operators and production controllers can make more informed decisions about the status of a packaging line. Issues can be identified more quickly and fixed faster. More importantly, smart systems can even detect potential issues before they occur, allowing preventive maintenance to be scheduled to ensure the line stay running.

Packaging showcase 12 – 15 March 2019

PROPAK Africa – the packaging industry's showcase exhibition covering food processing, plastics, printing and labelling - takes place at the Expo Centre in Nasrec, Johannesburg, from 12-15 March. Visitors can expect to see the latest technologies, sustainable packaging initiatives, and the most cutting-edge machinery and equipment.

Many new products and services will be launched at the show, with machinery on display for the first time in South Africa.

"Propak Africa is the place to be to see the future of all things packaging," says Sven Smit, Event Director for Propak Africa. "Effective, striking and sustainable packaging has never been more important and all the latest innovations will be on show across Propak Africa and co-located shows FoodPro, Pro-Plas Expo, Print Expo and Pro-Label Africa. Our aim is to showcase the latest developments across the full industry life-cycle – from the raw materials, to packaging, storage and transport, and finally, recycling and waste management."

"In addition to the interactive product displays, live demonstrations, advice provided by the technical experts on the stands and several exciting new initiatives will benefit visitors to Propak Africa 2019," says Smit. "For the first time ever there will be free-to-attend seminars taking place daily at the show. These will be presented by expert speakers and the content will be aligned to the show's 'four days, four themes' topics. The themed days are also part of our new initiatives," he says.

The new Seminar Theatre will take place in Hall 7 and visitors will be able to attend as many of the seminars as they choose, free of charge. Packaging for the Future, Packaging 4.0, Top Consumer Trends, Africa Insights, SA Packaging Market Overview, Barriers to Recycling Plastics Waste, The New Dimension in Digital Printing and Packaging Design vs Product Information are just some of the topics that will be available to visitors.

The new themed days will see day one focusing on new products; day two will centre on sustainability; day three will put the spotlight on skills development; and day four will be a 'Local is Lekker' day, where the South African Propak Africa brand and local manufacturers and products will be celebrated.

"Other new initiatives will include a Wi-Fi Café in Halls 5 and 7 which will provide free Wi-Fi connectivity as well as charging stations to allow visitors the opportunity to charge their devices," says Smit. "We are also in the process of finalising a skills development area and conversations are taking place around the possibility of having CPD accredited courses alongside the exhibitions. There will also be a display of the Institute of Packaging SA's Student Goldpack Award-winning products – a window to future innovation. A Propak Africa App has also been developed to keep visitors updated prior to and during the show."

Conferences alongside Propak Africa

More knowledge and industry insights will be available to delegates as they listen to top industry speakers who will be presenting at several conferences taking place alongside Propak Africa. These will include an IPSA Think Tank, Printing SA and South African Institute of Printing (SAIP) Conference, South Africa Plastics Recycling Organisation (SAPRO) Indaba, and a Packaging Innovation & Sustainability Conference.

For further information and online visitor registration, visit www.propakafrica.co.za

Technology powers business growth

USERS of the Océ Colorado 1640 printer from across Europe are reporting the positive impact of Canon UVgel technology within their businesses, benefiting from dramatically increased productivity and expanded applications capability.

A year after the 64 inch roll-to-roll printer began shipping commercially in EMEA, the technology has been positively embraced by hundreds of print businesses, with over 400 placements in EMEA. Customer usage data from across the EMEA installed base shows that print service providers (PSPs) are using the printer's capabilities to diversify and access new opportunities, by increasing overall productivity to handle growing output volumes, working with challenging heat-sensitive media, eliminating waiting time between print and finishing, and reducing the need for additional lamination. Two-thirds of all output from Océ Colorado 1640 printers in the market is being printed at 40 m2 per hour across a diverse range of substrates, and the applications mix is growing, with over 40% of all output produced across EMEA being self-adhesive applications.

With printing speeds significantly faster than prevailing eco-solvent and latex technologies, productivity was expected to be a key driver for many graphics producers to invest in Canon UVgel technology and customer feedback reinforces the positive impact of this increased productivity on their day-to-day business.

German self-adhesive graphics and labels specialist, Siepro, has installed seven Océ Colorado 1640 printers, replacing eco-solvent machines which could not support the company's growth. Director Michael Hiemann explains:

"We now have only 12 printers but ten times more productivity than before. We're printing 2 500 m2 a day on a range of self-adhesive materials, with absolute quality and colour consistency from the start of the roll to the finish."

Ropes and drones used for silo inspection

Such was the extent of the coal build-up that the Skyriders team also assisted. Personnel can be seen as white dots!

A combination of rope access and the use of an Elios collision-tolerant drone allowed a prominent colliery near Delmas in Mpumalanga to complete a routine silo inspection in record time, not only minimising downtime, but ensuring the health and safety of all involved in the fast-track project.

The project took place over a routine ten-day shutdown at the colliery, which posed an immovable deadline for the inspection work to be concluded, Skyriders Marketing Manager Mike Zinn explains.

"Not only was our scope of work manifold, but the time pressure was immense," Zinn adds. Skyriders deployed a 21-person team, consisting of a two-person drone team, 18 rope-access technicians, and an inspection manager to oversee the successful completion of the project.

The first phase was to deploy the Elios collision-tolerant drone to ascertain the extent of the coal build-up within the silo, which then gave another contractor the necessary information to plan to remove the coal as quickly and effectively as possible.

The Skyriders' rope-access team would then re-enter the cleaned-out silo, wash all the internal walls using a high-pressure cleaning system, and then carry out a detailed visual inspection in order to determine any defects in the concrete that required lining repair.

The presence of various factors such as moisture in the silo causes the coal material to bind and adhere to the walls in a compacted form. This build-up can restrict coal flows and place undue stress on the silo walls, as well as clog silo outlets.

Such was the extent of the coal build-up that the Skyriders team itself jumped in to assist when the contractor responsible for removal of the initial coal build-up began to experience complications. "We were ultimately responsible for the entire scope of work. It is safe to say that our timely and effective intervention saved the day for the colliery," Zinn comments.

Not only was the project completed within the tight timeframe, the visual inspection revealed that no additional concrete repairs were necessary. Within 12 hours of the successful completion of the inspection, the silo was up and running again.

Major investment in generator fleet

Rand-Air's Byrone Thorne (left) and Craig Swart (right) besides one of the company's generators.

"RECENTLY, we have experienced a substantial increase in the demand for our generators across the many sectors which we supply - including the events and film industry, petrochemical, power generation, general construction and many other sectors too. In order to address this demand, we have added 52 new Atlas Copco generators to our rental fleet, from 60 kVA right up to 500 kVA," says Rand-Air's Fleet Manager, Craig Swart.

"Features (include) updated controllers and... DB(s)..."

"This additional investment was more a fleet expansion than a renewal. We do however regularly monitor our fleet to ensure all equipment complies with the very highest standards of safety, quality and reliability - for which Rand-Air has been known since our inception in 1973," he adds.

In terms of new features, Rand-Air has introduced an updated controller so that its generators are able to communicate and operate synergistically in parallel or in series.

"We have invested considerably to ensure that we always provide our customers with the very latest in technology. This is particularly relevant to those with high amperage requirements: for example, running two 500 kVA in series to obtain a combined 1 000 kVA output," says Swart.

"Features such as the updated controllers and generator-mounted DB also bear testimony to our continual investment in customising or modifying our equipment to better serve the needs of our customers," Swart emphasises.

Rand-Air offers prime power (and standby power if required) to virtually every sector of industry from the automotive, chemical, construction, exploration drilling, electronics, food and beverage, pulp and paper to the mining, oil and gas and petrochemical sectors.

How compressed air affects energy consumption

From Rotorvane Compressor Sales - Official Distributor of Mattei Compressors in SA

COMPRESSED air is a widespread and essential source of energy in several industrial sectors. It is used as an energy source in almost all manufacturing processes; from mechanical to pharmaceutical industries, from the food to textile industry, from the healthcare sector to building construction and also within the transit sector.

Compressed air uses around 10% to 20% of the industrial consumption of electric energy, which in turn accounts for more than 50% of the global electricity consumption. In the life cycle cost of a compressed air production plant the electric energy used is around 75% of the total, with the initial capital investment and ongoing maintenance costs being the remaining elements of this total cost.

In view of this, energy efficiency is a key feature for cost savings and for reducing environmental impact. This global consumption of electricity is the major contributor to the greenhouse gas emissions scenario, and therefore to the global warming emergency.

The EU's engagement on energy

The European Union has set itself energy and climate targets for 2020, namely reducing of greenhouse gases by at least 20% compared to 1990 levels, obtaining 20% of energy from renewable sources and improving energy efficiency by 20%.

Italy has signed up to this commitment, so being part of the EU implies complying with this target. In this sense, manufacturers involved in the compressed air sector are working on research and are developing solutions to pursue these efficiency parameters. Prof. Roberto Cipollone, engineering lecturer at the University of Aquila, who has been working with Mattei on improving energy efficiency since 2002, says that "In terms of quantity, you can say that 2.5% of overall electrical consumption is associated with the production of compressed air: this means a global consumption of 450 billion kWh (2011 data). Reaching the target of a 20% reduction would lead to energy savings of 90 billion kWh, equal to the output of 70 000*90/140 MW of wind energy systems or 25 000*90/140 MW of biomass systems. Therefore it's a significant contribution".

The EU states to be well on track to meet the targets, indeed greenhouse gases were reduced by 18% between 1990 – 2012, the renewables share reached 14.1% in 2012, up from 8.5% in 2005 and the energy efficiency is expected to improve by 18 – 19% by 2020. The EU affirms that the target can be achieved if member countries enact all the necessary EU laws.

We value your input

Only through your input can we continue to improve.

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New rider tow tractors

SOUTHERN African Hyster® dealer BHBW (previously Barloworld Handling) has strengthened its electric Hyster® range with the introduction of two rider tow tractors designed to enhance efficiencies in automotive manufacturing and other line-feed operations.

The Hyster® T7.OHS3 three-wheel and T8.OHS4 four-wheel tow tractors are available with or without a cab and can operate both inside and out.

Capable of towing up to 7 and 8 tons respectively, the new Hyster® T7.OHS3 three-wheel and T8.OHS4 four-wheel tow tractors are ideally suited to the manufacturing and engineering industries and for any type of line-feed application.

"Tow tractors are increasingly used for the transport of material to and from production lines, to meet just-in-time requirements and optimise space line side," says Tracy Brooks, industry solutions group manager at the Hyster-Yale Group. "Rather than delivering full pallets to a single station, many applications have adopted a 'milk run' concept, using tow tractors pulling several trolleys to deliver kits along a predefined route while at the same time collecting empty containers.

"In automotive assembly plants, for example, tow tractors today comprise up to 60% of materials handling equipment," says Brooks, who earlier this year visited South African automotive manufacturers operating Hyster® fleets.

To meet just-in-time requirements with optimum efficiency, these tow tractors are compact yet powerful, with excellent manoeuvrability. The four-wheel model also allows for good stability over rough, uneven or broken surfaces, and has power-assisted steering.

Features include an anti-roll back device for improved control on gradients, regenerative braking and inching control to assist with trailer hitching. Easy service access minimises downtime for routine or unplanned maintenance.

Productivity enhancing ergonomics includes easy one-step access, a comfortable suspended seat and intuitive controls. Advanced control features, such as easy diagnostics via a handheld controller, help to deliver a low cost of ownership.

Options include four different battery sizes and battery extraction options, a choice of tyres, and roll-up PVC curtain side doors.

In combination with the tow tractors, Hyster also offers a modular tugger train system, with a choice of trolley types to meet the different needs of specific applications. "This ensures that the most suitable trolley can be chosen based on what will be handled on the manufacturing line, the weight of the load, and the type of container in which the load needs to be transported," says Brooks.

New premises at Mill Road Industrial Park

GROWTHPOINT Properties has completed the R44 million first phase of its new development at Mill Road Industrial Park in Cape Town, which includes a 5 000m² facility for Laser Logistics.

Mill Road Industrial Park is in the established industrial area of Bellville Industria, opposite the well-known Sacks Circle. It is a 40 000m² storage, warehousing and distribution park development consisting of premium-grade warehouse and office space.

The new Laser Logistics premises is fairly specialised compared to most storage and distribution warehouses. Built on a raised platform, it includes numerous roller shutters on opposite sides of the structure to optimise its cross-docking capacity.

The custom developed building also includes some 800m² of offices for operations, administration and management.

A double security perimeter ensures the safety of the facility. Laser Logistics' dedicated entrance features its own gatehouse admission in addition to the Mill Road Industrial Park access control. The park also has full perimeter security fencing, onsite management and 24/7 security guarding.

Phase 1 of Mill Road Industrial Park is currently under construction and scheduled for completion in October 2018. It is already 50% let with some 9 000m² still available. Phase 2 will follow in due course with 14 000m² of quality sub-divisible space.

Of particular appeal to warehousing and storage businesses, buildings at the park have stacking heights of 12m, ample yard space, and modern offices in the secure park. In addition, the park is energy and water efficient, resulting in lower occupation costs.

How logistics is changing the face of Industrial Warehousing

Tony Bales of Epping Property confirms that in South Africa several property owners have strategically moved into the business of owning high-tech logistics warehouses and renting them out to companies

FOR many years, there was no such thing as a specialised logistics position at most companies. However, with modern globalisation and businesses starting to ship their products outside of their regions, logistics has become a significant part of many companies.

People are striving to work smarter by utilising the m³ of warehousing instead of just the m².

People who work in logistics need to be creative regarding trying to keep costs down for the company. Also, they need to figure out quick and easy ways for companies to alert suppliers when they need more products. Barcode labels and laser printer labels have made life easier for those in logistics. Now, when a product's code is scanned, it can alert the supplier immediately that one unit has been sold/left the retailer or company. Keeping up with how many codes have been scanned helps forecast when a new shipment will be needed. How fast the units are leaving the retailer or company is also tracked. All of this and more, is part of the job of someone working in logistics.

Logistics is considered to be the brain of the supply chain. Industrial Warehousing Logistics is a vital yet, decisive component of a practical overall supply chain management systems solution. Also, it is necessary for logistics operations to remain competitive. A warehouse is said to be a point in the logistics system, where a firm stores or holds raw materials, semi-finished goods or the finished products, for different periods of time.

Warehousing for logistics companies has been the leader in the industrial sector during the last five years. Most leading businesses prefer new industrial buildings. The market-oriented warehousing allows a firm to provide the customer with shorter lead times. This storage function continues to be progressively more important. Companies and industries utilise the customer services as a dynamic, value-adding, competitive tool. As competition increases companies are looking to their properties and their landlords to assist them being more competitive.

Strategic Industrial Warehousing Logistics planning permits the organisation to align the operations with overall business objectives. This helps it to be equipped to meet technology changes, globalisation and the demands of a more interactive supplier community. Strategies in warehousing logistics include inventory management, production scheduling, transportation and organisational communications. For example, RFID (radio frequency identity) is going to transform not only logistics but also retail at some point in the future. (Walmart is already using RFID in the USA). International retailer Zara is using RFID in South Africa. These can create an optimised distribution network and competitive advantages.

Such a network has various objectives such as either, speeding the supply of the products or speeding the cash flow. A high level of growth in the revenue for all the companies involved in the chain is ensured. Customer loyalty improves commitment and competence . It helps to keep costs as low as possible while maintaining excellent customer service.

It is going to be quite a challenge for those in the field to adapt to the global market. Numerous different transportation and warehousing aspects will be coming into effect. One thing is for sure, however, the future of logistics looks to be fast moving and the catalyst to evolutionary changes in various markets, including warehousing and the property market.

Stor-Age outperforms sector

JSE self storage specialist REIT, Stor-Age, continued to demonstrate the resilience of its business model with 9.1% dividend growth for the six months to September 2018, to 51.30 cents per share, in a tough macro landscape. This exceptional performance outstripped the JSE property sector in which dividend growth has been severely curtailed. The REIT's strong trading results were driven by ongoing organic growth combined with further expansion in South Africa (SA), and a solid operating performance in the United Kingdom (UK).

CEO Gavin Lucas says Stor-Age's growth trajectory is attributable to persistent focus on outperformance in its key focus areas, including revenue management, developments and acquisitions. In this light portfolio occupancy closed 72 400m² up on September 2017 and total property revenue almost doubled to R225.8 million.

Operating profit grew by 86% to R166 million. On a like-for-like basis (excluding Storage King and other SA acquisitions) rental income increased by 9.4%, driven by a 0.7% increase in average occupancy levels and an 8.7% increase in the average rental rate. Excluding acquisitions, the closing rental rate grew by 8.7% to R93.5/m².

Bowler peddles recycling aspirations

OTTERY-based packaging specialist Bowler Metcalf is wallowing in cash, and ready for adapting to new challenges in its specialist plastic consumer products niche in 2019.

For those that need reminding, Bowler recently secured a formidable return of around R390 million from selling its stake in beverages business SoftBev – venture that started with just a R61 million investment in Cape Town entrepreneur Sharif Parker's Quality Beverages around 17 years ago.

Writing in the group's annual report, CEO Friedel Sass said it was high time to return full focus to the golden goose - Bowler Plastics. This makes sense since the plastics packaging operation has reassuringly sustained Bowler since 1987 – and has made the group one of the rare companies on the JSE to produce profits every single year since its listing.

In the last financial year, however, things have not been easy for the plastics packaging segment.

Sass said Bowler Plastics endured the "full brunt of the South Africa VUCA (volatile, uncertain, complex and ambiguous) business environment".

He explained that the Personal Care niche market serviced with packaging by Bowler has been particularly hard hit from a combination of events. These ranged from depressed business volumes (up to 30% drop in icon brands), low margin product mix, a material stock out "Force Majeure", downstream customer business failures and manufacturing exit from SA.

Plastics revenue for the year to end June was static at R572 million on a slender 1% increase in volumes. Operating profit dropped 12% to R81 million with Sass reporting that fixed and overhead costs were the main contributing drivers in a business structured for further growth.

"It has been a tumultuous period and the Plastics performance was not unexpected in the context of the SA economy - where disposable income is predominantly channelled towards life's essentials".

Bowler Plastics specialises in packaging consumer products like shampoo, soap dispensers, sunscreen and beauty creams.

Looking towards the year ahead, Sass noted intensified market focus on the reduction of 'single-use' plastic packaging as well as processing of recyclable and recycled plastics was an important development.

Ten times sales target in 10 years

SELF-LUBRICATED polymer bearings and bushes manufacturer Vesconite Bearings have added three computer numerically controlled lathes and machining centres to its machine shop, bringing its total machining capacity to 70 machines, to meet its ambitious sales targets.

The company is a global manufacturer of precision machined custom wear parts made out of various polymers as well as finish moulded products.

"We have installed additional capacity to allow for our ambitious growth targets." says Chairperson Dr Jean-Patrick Leger.

The company's objective is to gain 10% of the world market share of the type of niche polymers that the company produces, thereby increasing sales by ten times within ten years, says Leger.

Vesconite Bearings has a factory floor space of 20 000m², and its factory includes polymer compounding, extrusion and moulding shops in addition to its extensive machine shop.

Precision manufacturing in Vesconite factory.

The company makes rods, machined plates and bushings as stock parts, as well as high-quality finished parts for the agriculture, railways, mining, pump, heavy transport, hydro, renewable, earthmoving and marine industries.

The polymer bushings and wear-materials manufacturer prides itself on fast production, turnaround and delivery, with an average global delivery time of between three to seven working days.

Vesconite Bearings boasts customers in more than 100 countries, exports over half of its total sales, and dispatches large orders regularly to the US, China, South America and Australasia.

Vesconite and Vesconite Hilube stock shapes (rods, bushings and plates) are also stocked in Cape Town and available for same day dispatch with Skynet.

MBT SA gets a new parent

MBT South Africa, the well-known and established importer and distributor of LLDPE, mLLDPE, LDPE, HDPE, PP, PS, PET, PVC and Bioplastics, is in the process of becoming part of a larger, stronger, global player.

MBT South Africa was established by Dick Coates in 1996, with MB Barter & Trading of Switzerland are the majority shareholder. MBT South Africa has its head office in Johannesburg, offices in Cape Town and Durban and warehouses in Johannesburg, CT, Durban and Beira and supplies a wide variety of polymers to plastic convertors throughout the Southern African region.

L to R: Paul Gripper (MBT Sales Manager responsible for Cape), in the middle is Dick Coates (MBT Chairman) and Ivan Horowitz (MBT Managing Director).

> The worldwide merger will result in ... a company with a TO of around $2,5 billion.

MB Barter & Trading is in the process of merging with the procurement arm of Rehau, a Swiss based multinational and systems and service provider for polymer-based solutions in construction, automotive and industry. Rehau has a significant footprint in South Africa, with factories in the Eastern Cape and Kwa Zulu Natal and offices in Johannesburg, Cape Town, Durban, East London and Uitenhage.

The worldwide merger will result in a, yet to be named, company with a turnover of around $2.5 billion.

Dick Coates will retain his shareholding in the new, bigger, stronger, South African entity.

The official announcement of the merger said that it "… opens up significant opportunities for growth, increases global presence and strengthens the relationship with suppliers and customers."

"Joining forces allows the new company to respond more quickly to changing market conditions, innovate faster, become more efficient and create higher value for not only the customers, but also for employees and stakeholders alike," said Dr Stefan Girschik, deputy CEO at Rehau and future CEO of the newly established company.

Flywheel pump prevents damage to infrastructure

LOCAL pump manufacturer, KSB Pumps and Valves has developed an innovative flywheel water pump system able to continue pumping long enough to mitigate the possible effects of water hammer in the event of power failures.

Ruan Nel, KSB Pumps and Valves project engineer, explains that the pump was developed for the rural Tsomo District Municipality where it is required for critical high lift pumping of potable water to supply water transfer requirements. Due to unstable electricity supply the municipality however, required a solution to prevent the potentially catastrophic backward rush of water in the event of a power failure that could lead to water hammer and the destruction of its water infrastructure.

This required the technical team to develop a reliable and failsafe method of maintaining water pressure long enough to reconnect power, or in the event of no availability of power, to (gradually) slow down and arrest the flow without air bubble-causing cavitation. Due to the rural location of the pump station, the team also needed to develop a reliable solution with minimal maintenance requirements.

A unique flywheel water pump system that is able to continue pumping long enough to mitigate the possible effects of water hammer in the event of power failures was developed by KSB Pumps and Valves

High speed

"The requirement for a flow of 380 cubic metres of water per hour, at differential height of 261m with an efficiency of 80.8%, called for a powerful pump and motor combination with the addition of a heavy flywheel.

"Weighing in at 681kg each, the flywheels spin up to 3 000 r/min and provide enough momentum to pump water for at least four minutes after power is interrupted. With a flywheel central to the design chosen, the pump selection was based on our high-efficiency Multitec multistage pumps which we configured in an inline orientation with the suction side on the left front side of the pump and discharge on right front side to make room for the flywheels.

"Considering the critical application in which the pump is to be used we also elected to manufacture all internals in bronze for corrosion resistance and low maintenance as well as added durability. In the end this is one of the only times worldwide that a flywheel pump of this size and such high revolution has been undertaken and paves the way to apply a smart solution to an old problem," says Ruan.

Well balanced

He continues that incorporating the flywheel was a particularly challenging undertaking requiring them to be specially designed and manufactured to high standards with balancing to G2.5 at 3 000 r/min which is a particularly close tolerance to ensure near perfect balance. Mating to the pump also required careful engineering requiring self-centring ball bearings able to withstand high pressure, as well as special grease to allow for the high revolutions. Operational bearing temperature was tested to remain at 19-21°C during extended operation.

The system also uses a variable speed drive (VSD) to synchronise the motor, pump and flywheel speeds and makes use of specialised couplings to ensure the transfer of energy between the motor and flywheel remains seamless at all times including start-up, power outages and restart while the flywheels are still turning.

The system also required a heavy-duty base plate made from channel type steel and reinforced around the flywheel plumber block pedestal similar to large industrial baseplates and ensures the system remains perfectly balanced at all times.

Best solution

"Our flywheel solution now ensures that the inertia of the flywheel keeps turning the pump and eliminates air pockets and water hammer if power is interrupted. It is just the kind of reliable, mechanical solution that is required in this isolated rural area," adds Ruan.

"Water crisis: Fix infrastructure"

Leaking pumps.

ACCORDING to a 2018 GreenCape market intelligence report,waterdemand in South Africa is expected to exceed supply by 17% in 2030, with demand expected to grow from 15 billion m^3 in 2016 to 18 billion m^3 over this period (WWF 2017).

"In order to address waterscarcity and provide reliablewaterto all people, businesses and industries in South Africa, it is estimated that over the next 10 years an investment of around R70.4 billion is required each year inwaterinfrastructure. This includes refurbishing and upgrading existinginfrastructure, as well as newinfrastructureto support population and economic growth," the report states.

Claude Marais, general manager of Averda Sight Lines, a pipeline assessment and maintenance specialist, suggests that, if we want to avoid running out ofwater, we also need to take better care of our infrastructure.

"We cannot increase the amount of rainfall we get, but what we can control is how muchwateris lost due to leaks or breakages," he says.

"While it would be naïve to believe we can reduce this to zero, our experience shows that we can significantly cutwaterleaks through a programme of planned assessment and maintenance."

Among Sight Lines' capabilities are a full range of inspection and diagnostic tools including remotely operated surveillance vehicles equipped with CCTV cameras and laser pipe profiling systems that build an accurate picture of the condition of pipes. For pipes containing liquids, sonar and multi-sensor equipment is used to give detailed analysis of the condition of active pipelines.

All of these systems relay real-time or stored data that can be used to build 3D models of pipes as well as visual and digital data for a multitude of diagnostic reports.

These reports provide basic information such as analysis, classification and condition of pipelines, through to GPS and Geographic Information System (GIS) enabled maps that allow customers to get a visual representation of their underground network of pipelines.

"From all this data we are able to map existing pipelineinfrastructure," says Marais.

"Presenting this type of information to customers simplifies their maintenance programmes because they're able to understand the nature of defects, prioritise problem areas and carry out targeted repairs."

Marais says a simple process flow for assessments of South Africa's pipelineinfrastructureshould include:

1. Collection of all available data, making sense of it and prioritise where to start.
2. Investigations or inspections to take place which will then produce a priority list for remedial works and building a mapping system if missing.
3. Ensure that rehabilitation and or replacements takes place.
4. Once the above takes place, the data must be managed through monitoring systems and future capital expenditure programmes.

Waterutilities, municipalities and users alike can benefit from a proactive programme of pipeline inspection and maintenance. According to Marais, as well as saving millions of litres ofwater, these efforts can also reduce overall maintenance expenditure by up to 70%.

OPINION

History is clearly bunk for climate alarmists

Continued from back page

With Irma ranked 7th and Harvey ranked 18th , it's no matter, climate alarmists are still asking us to believe that these two storms are driven by carbon dioxide emissions.

To point out these historical facts is not to say that despoiling the environment, wasting water, dumping plastic waste into the oceans, or decimating wild animal populations to the point of extinction and beyond, should be allowed to continue unabated, along with the other stupid things humans do to the environment.

One would like to put the preceding paragraph in capital letters, since accusing climate sceptics of every environmental sin in the book is the mud Green extremists throw at anyone attempting to apply a modicum of common sense to the subject.

The holes in the climate change argument continue to be exposed. While the US has withdrawn from the flimsy Paris agreement on restricting CO2 emissions and the Europeans continue to follow it to varying degrees, Asian, and African countries are building more coal and gas-fired power plants. They are of course excused from condemnation.

YEAR	NAME	WIND SPEED (mph)
1. 1935	Labour Day	160
2. 1969	Camille	150
3. 2005	Katrina	110
4. 1992	Andrew	145
5. 1886	Indianola	130
6. 1919	Florida Keys	130
7. 1928	Lake Okeechobee	125
8. 2017	Irma	115
9. 1926	Great Miami	125
10. 1900	Donna	125
11. 1961	Carla	125
12. 1916	Texas	130
13. 1856	Last Island	115
14. 1989	Hugo	120
15. 1932	Freeport	130
16. 1900	Galveston	120
17. 2005	Rita	100
18. 1898	Georgia	115
19. 1954	Hazel	115
20. 2017	Harvey	115
21.1915	Galveston	115
22.1933	Cuba Brownsville	110
23.1948	(Sept) Florida	115

None of the computer-driven predictions forecasted the 12 year absence of major hurricanes in the US but that fact hasn't dampened the Green enthusiasm for blaming their return on climate change.

Similarly, the devastation of Houston was not caused by the strength of the hurricane but by the deluge of rain it dumped on a city that was and is low-lying, built on clay or reclaimed swamp with large parts concreted over.

Houston has been slowly sinking for years. Flooding is part of its history. Cyclone Amelia dumped its load on Texas in 1978; and Tropical Storm Claudette inundated Texas with 100mm in 1979. Claudette poured 100-plus mm on Alvin, Texas in one day. It is still a record.

Buffalo Bayou got a massive amount this time but in 1935 it got almost as much.

Blaming the hurricanes and tropical storms in the US on global warming is a cynical propaganda ploy, nothing more.

As for Prince Charles, he has modified his doom-laden prediction of passing a point-of-no-return by 2016, conveniently pushing climate Armageddon a further 35 years into the future – by which time who will trouble a 100-year old monarch by remembering he made it?

It is no wonder belief in the man-made climate change theory is waning.

One further irony must be noted. Fossil fuels are used to drive rescue boats, power helicopters, fuel all terrain vehicles that bring water, food, clothing and new building materials to communities in times of crisis, and they provide heat and hot meals when the windmills and solar panels stop generating.

SA landfill sites a ticking timebomb

ECONOMIC development, population growth and rapid urbanisation continue to contribute to an increase in waste generation, placing continued pressure on South Africa's landfill sites.

The Department of Environmental Affairs ("DEA") says 98 million tons of waste is deposited across South Africa's 826 landfill sites every year.

The government's ambition is to have a zero waste to landfill objective – through avoid, reduce, reuse, recycle, recover, treat and dispose, but the current lack of alternatives means landfills need to be used for the foreseeable future.

Also, South Africa's waste is going to waste – the National Pricing Strategy for Waste Management says that the country disposes of at least R825 billion worth of recoverable resources each year.

San Francisco, for example, diverted or repurposed 80% of its waste in 2017 through re-using, recycling and composting.

South Africa is a long way from that yet.

Johan van den Berg, MD of Averda South Africa says with landfills a reality for years to come, it is crucial that licensed and legally compliant facilities are used to help minimize negative consequences.

Landfills in the Western Cape and Gauteng, for example, are on the brink of reaching capacity.

Earlier this year, the provincial Environmental Affairs Department warned that the area could be headed for a waste crisis.

It is essential that provincial governments address this, and other waste management shortfalls, to prevent the spread of harmful diseases that threaten the wellbeing of all South Africans.

The country's listeriosis crisis highlighted the extent to which we remain at risk to widespread disease. The circumstances and causes of this outbreak may be isolated, but the loss of nearly 200 lives drives home the importance combatting the spread of deadly pathogens by enforcing stringent hygiene requirements.

"Although the risk of epidemics is often only acknowledged in times of crisis, this danger is far more prevalent than people realise," says van den Berg.

"High rates of urbanisation are placing many municipalities under increasing strain and vigilance is required to avert future health crisis related to insufficient hygiene in our waste management practices."

He points to the findings of a 2016 report by Statistics SA into the state of basic service delivery, which showed that nearly a third of households nationally lack any kind of refuse facilities.

This was highest in Limpopo (71,8%), Mpumalanga (50,5%), Eastern Cape (50.3%) and KwaZulu-Natal (42,9%). This waste is either left to fester in the streets or taken to unlicensed dumping grounds for disposal.

Uncollected refuse at street level leads to thriving bacteria, insect and vermin populations, increasing the risk of diseases like salmonella, typhoid or enteric fever. Similarly, waste dumps are breeding grounds for carriers of disease, like rats and mosquitoes. Illegally dumped waste has also been linked to respiratory illnesses like asthma and tuberculosis.

According to environmental and social justice organisation Groundwork, nearly half of the country's 1 327 documented waste dumps are unlicensed. In addition, 58 highly hazardous landfill sites are not licensed.

"These are illegally operated receptacles for uncontrolled, untreated and unmanaged waste," says van den Berg. "Conversely, licensed landfills are tightly controlled, closely monitored and highly regulated to mitigate against any negative consequences on health and wellbeing."

While it is not legal to allow an unlicensed dump to operate, many municipalities do not take the necessary steps to control them or convert them into licensed landfills because of the costs and complexities associated with compliance.

Unfortunately, lack of enforcement has given rise to an industry that's plagued by unlicensed providers which, as well as compromising hygiene standards, has resulted in severe under-pricing that's a significant barrier to success.

"The costs associated with building and managing landfill sites, like those required in the country, can run well over R100 million and the low-cost nature of waste management can make it hard for companies to foresee getting a return on this investment." explains van den Berg.

To address this, he believes that government representatives need to work with waste management providers to make compliance a priority, for the sake of the economic, environmental and physical wellbeing of communities.

"Expertise in waste management exists to support provinces and municipalities in their journey to compliance and the promotion of these industries is essential for a flourishing sector that prioritises safety in all of its endeavours," he concludes.

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- Boilers / Burners / Combustion Technology
- Cutting, Welding and Specialised Coatings
- Facilities Management
- Filters and Filtration
- Fishing
- Heavy Lifting
- Industrial Gases
- Logistics and Supply Chain Management
- Petrochemicals / Oil and Gas
- Pharmaceutical Manufacturing and Medical Support Services
- Processing Plant Machinery & Equipment
- PPE / Work Apparel / Safety at Height
- Property: Commercial and Industrial / Infrastructure and Growth / New Developments
- Pumps and Valves
- Safety & Security / Surveillance / Access Control / Fire Detection
- Tooling / Machine Tools & Equipment
- Transport / Trucking / Buses / Bakkie - Commercial Vehicles / Fleet Management / Finance / Automotive Parts & Equipment / Vehicle Tracking
- Wire, Rope, Hoist, Sling, Chain, Rigging

Cape Business News is always on the lookout for stories of companies that are shaping the Cape business landscape. If your company has a story to share, in these, or any other business sector, send your story to editor@cbn.co.za for consideration.

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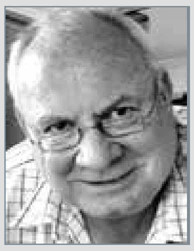
OPINION

Sorting out the general election

ON THE CONTRARY



Pieter Schoombee

IT was a couple of days into the New Year and the venerable society of convivial conversationalists was slowly growing back to full strength at the local Pub and Grill. Luke the Dude, evidently forgetting his unpresentable state after the previous New Year's party, was shaking his head as if he was the local chairman of the Temperance Club. "Where have you all been these last two days," he enquired with an unconvincing air of being holier-than-thou and thine.

"Good to see you in such good spirits, Luke," retorted Stevie the Poet. Luke didn't get it.

Those who hadn't done so already, wished each other a prosperous 2019 and The Governor instructed sweet Angela behind the bar to pour a round on the house. This was not a rash and irresponsible expression of goodwill, as the accountants among you might think, but a perfectly good business decision. The result inevitably was that others followed suit and the customers stayed much later than they intended to do.

"So what do you all have to say for yourselves, boyos," asked Colin the Golfer, "what can we expect of the year ahead? Better than the theft and corruption we had on a national scale last year?"

"Not to forget the self-inflicted economic recession," added Irene the Queen.

"Mon Ami, it can only get better," opined Jean-Jay optimistically. "How can it possibly get more Merde than last year!"

"Well …" announced Big Ben, "I agree. Of course it will get better. Our government self-corrected and rid us of Zuma and those international Gupta con-men who stole our country blind, and Pres Ramaphosa is throwing out the remaining rotten apples."

"You'll have to throw out more than a few apples here, boyo," corrected Colin the Golfer, "look at all the bad apples still in the basket – what you need is more like a chopping down of the orchard."

The company chuckled in agreement, except for Big Ben. "I don't agree," said he, "anyway, our president is moving as fast as he can without risking the game. Wait till after the election, you'll see how fast things will change then."

"Really?" doubted Luke the Dude. "When is the election going to be?"

"Probably in May," informed Bob the Book. "Registration is during the last weekend of the month, 26 and 27 January. If you are already registered at your present address, go and check anyway that you are still on the roll, strange things do happen, and that your details are correct."

"Hmmm," wondered The Governor, "no politics in the bar, but what do you think? Who should get our vote?"

"This is a democracy," pontificated Bob the Book, "you can vote for whichever politician you like."

"Fat lot of good that information does me," said The Governor in uncharacteristic sarcasm, "so what do you think will happen?"

"One thing none of us can do, is predict the future," stated Bob the Book firmly, "but what we do know, is that the ANC will win. The only uncertainty is whether it will keep more than 50% of the vote. If so, it will govern on its own again. If not, it will have to reach some kind of an arrangement with an opposition party; maybe with a few of the smaller ones instead."

"Coalition you mean," snorted Jean-Jacques, "That will not be with the DA, Mon Ami, politically not wise for 'Our People' Ramaphosa. So now we are looking at the uncouth mouths and gutter manners of the EFF. That one, Julius Malema, who brags about his degree but cannot spell, he will ask a price for the favour. That one, watch it, your new minister of law and order. Maybe Justice."

"Naaah!" growled the erudite group in less than their usual verbosity but more than their usual volume, thus drowning out any dissenting voices.

"Oui, Mon Ami," insisted Jean-Jay, "and in the provinces his 'Fighters' will be MECs of education!"

This necessitated a round from the bar from Bob the Book, being the public-spirited fellow he is, to quell the threats of rebellion and revolution that followed. He also steered the interrupted conversation into a more sober-minded direction: "What do you think, Prof?"

The Prof lit his pipe in ignorance, no doubt, of the no-smoking sign. That lengthy ceremony was followed by a leisurely pull at the glowing instrument of poor health and early death, all to give himself ample thinking time to consider the current dilemma.

"The prospect of Mr Malema in the Cabinet," he finally contributed, "is indeed one filled with apprehension of the most dire kind. But the inconvenient truth is that it is indeed not beyond the realm of possibilities. Monsieur Jean-Jacques is not teasing us. It can happen."

I don't agree!" interrupted Big Ben, more forcibly than usual. "My president will never be so stupid!"

"On the contrary," corrected The Prof, "unwise as such a move may be in your or my opinion, allow me to remind you that Pres. Ramaphosa has, quite cordially and on the record, invited Mr Malema and his 'Fighters' back into the welcome fold of the ANC. The only remaining question is, what's in it for Malema and the EFF?"

"Exactement," agreed Jean-Jay.

"But surely that was before all the revelations about Malema, Shivambu and the EFF," protested Irene the Queen, "now we have reason to believe that all their chanting of 'Pay back the money!' was nothing more than bravado to fool the masses. The ANC under Zuma was grossly corrupt, but the EFF appears to have been equally adept at enriching themselves with other people's money. Those poor people in Venda who paid their meagre savings and Stokvel funds into the VBS bank are not the least among them."

"Indeed," added Stevie the Poet, "it's evident now why the EFF was so aggressive in pressing the ANC to rescue VBS bank with taxpayers' money."

"Heh heh heh," sniggered Luke the Dude. "And right there they again showed everyone who cared to look how stupid they are. They agitated that, because the ANC rescued Saambou, the Government had to, if they weren't racists, also rescue VBS bank. Useless! As Jon the Joker would say. In the first place Trevor Manuel and Tito Mboweni did nothing to rescue Saambou although it could have been done without too much hassle and, in the second place, VBS bank was an adder's nest of corruption while nothing illegal happened at Saambou. A big song and dance was made about charging the boss, but when the dust settled, that was quietly scrapped with hardly anyone noticing."

"True," said The Prof, "but lest we forget, Ramaphosa himself is not as clean as the driven snow. It's not as if his suddenly high ethical standards would make it impossible for him to conjugate with the EFF now that their true nature is coming under the microscope.

"There is that matter of the hard-to-explain Bosasa money paid to his son and then, never forget, Ramaphosa was the vice-president during the heyday of the Zuma-Gupta project to clean out as many of our state-owned enterprises as they could. State capture is the euphemism used to describe it.

"So it is not as if Ramaphosa found it impossible to work with compromised people before."

Irene the Queen had one more question: "What about the DA?"

"The only question there," concluded The Prof, "is whether they will do better or worse than last time. Truth be told, they have a leader who won't inspire the masses. In their desperation for the black votes needed for a majority, they first had the disastrous attempt at imposing Mamphela Ramphele on their followers, then the much more disastrous Cape misjudgement with Patricia de Lille.

"In-between there was the incredible rise, thanks to Helen Zille, of Mmusi Maimane. But it's not working. He is a kortbroek leader. Make him stand next to Ramaphosa and it is like the head prefect standing next to the headmaster."

"Hmmm," The Governor continued to wonder, "so what do you think? Who should get our vote?"

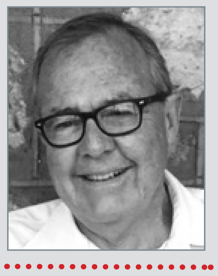
"This is a democracy," pontificated Bob the Book, "you can vote for whichever politician you like."

The Prof concurred, with a sly wink at Bob the Book: "Any politician indeed."

E-mail: noag@maxitec.co.za

History is clearly bunk for climate alarmists

THE OTHER SIDE OF THE COIN



Keith Bryer

HISTORY not a strong point with climate alarmists. Claims that US storms are "unprecedented" and "of record strengths" have proved it again. Alarmists have short memories too. They forget that back in 2009, no less a climate change enthusiast as Prince Charles, was telling the faithful at the Copenhagen Climate Change Conference that:"... the grim reality is that our planet has reached a point of crisis and we have only seven years before we lose the levers of control.

As the President of Gabon said at a meeting I hosted last month: 'The door to our future is closing....'

Well, 2016 date came and went. The President of Gabon and the heir apparent to the British throne were both wrong. Predictably, their abject failure did not prevent other predictors of doom.

Indeed, any typhoon, any hurricane, any flash flood, any mudslide – anything that could remotely be blamed on a changing climate – are latched upon to give a new spin to the wheel of climate change alarmism. So it has been this hurricane season which has returned to its normal pattern after a break of 12 years.

But back to the lack of historical knowledge.

A simple check of the historical record shows, complete with film footage, that hurricanes that have moved through the Caribbean and hit the mainland US are not the biggest ever as television and newspaper reporters have told us.

The largest hit the city of Galveston in Texas (Hurricane Labour Day) in 1935. Hurricane Irma comes 7th on the list and ties with one in 1928 that hit Florida..

Facts like these are brushed aside by reporters who try to outdo each other with hyperbole, CNN taking first prize, followed closely by Sky News.

The table show the facts of hurricane wind strengths when they hit land –a crucial point since hurricane winds are higher over sea than over hand. Those in red are this year's.

Continued on P27