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SA business' backup plans as power crisis drags on

Local enterprises are taking a multi-faceted approach to dealing with the power problem.



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West Coast cooking with gas



PROSPECTS for the Ibhuesi Gas Project (IGP) received a fillip after a term sheet agreement with power utility Eskom was secured last month. The IGP is South Africa's largest undeveloped gas field, located 380km north of Cape Town in Block 2A (a production right that covers a sprawling 5,000km².)

The IGP – owned 76% by Australian oil and gas specialist Sunbird Energy and 24% by parastatal PetroSA (24%) – is situated in the offshore Orange Basin, approximately 70km off the coast in water depths of 250m.

The term sheet agreement involves the supply of gas from the Ibhuesi Gas Field to the Ankerlig Power Station, situated 40km north of Cape Town. At this stage the agreement is non-binding, but the development does underline the promise of the IGP as a commercial gas producer. The agreement would provide for the supply of 30 billion cubic feet (Bcf) of gas per year to Eskom for a period that could stretch for up to 15 years.

PetroSA Group CEO Nosizwe Nokwe-Macamo said the parastatal was committed to ensuring it played a critical role in seeking solutions to the power challenges that face its sister company, Eskom. Sunbird chairman, Kerwin Rana said the signing of the term sheet with Eskom was a significant advancement in the commercialisation of the IGP.

"It will have an extremely positive developmental impact while providing a tremendous opportunity for major value growth for all stakeholders

including Sunbird shareholders."

He stressed that the delivery of gas from South Africa's largest proven gas field provides for a secure, cleaner and significantly lower cost fuel to Ankerlig, while assisting in the development of the Orange Basin and the creation of a new industry and much needed jobs. Rana added that the commercialisation of IGP would provide a critical foundation project for the development of an integrated gas economy on the West Coast of South Africa. He reckoned this could feature offshore petroleum exploration and development, upstream/offshore domestic oil and gas production as well as midstream pipeline infrastructure.

Rana said the was also the possibility for the 'gasification' of onshore power generation and industry, diesel replacement in existing power stations and more gas fired Independent Power Plants (IPPs.) He argued that the development of the IGP spoke directly to South Africa's energy "War Room" priorities of bringing energy security and reducing costs through the Five-Point Plan being overseen by Deputy President Cyril Ramaphosa.

"It also supports the Presidential initiative termed Operation Phakisa, which has been established to unlock the economic potential of South Africa's oceans, with a particular focus on oil and gas development."

A spokesman for Sunbird said the signing of the term sheet created major value growth opportunities for all stakeholders including Sunbird shareholders (which include significant empowerment investors.) The spokesman added that the sup-

ply of Ibhuesi gas to Ankerlig would allow Eskom to realise significant fuel cost savings, while also providing a new and cleaner burning energy supply to South Africa. He said Sunbird had spent more than R1.2bn on the IGP on exploration and appraisals since 2000.

Importantly, the successful development of the IGP would not only see the replacement of diesel as the current feed stock at the Ankerlig Power Station, but perhaps also the development of a 500MW IPP. Either initiative should help to assist a straining Eskom to meet the country's growing energy needs and bolster energy security.

But there are other benefits from the IGP that could greatly benefit the Western Cape economy – especially since the project is recognised as Strategic Infrastructure Project (SIP5) under the Presidential Infrastructure Coordination Commission. More specifically, though, the IGP will establish the first critical pipeline infrastructure in the Orange Basin, provide significant revenue to the government in the form of royalties, corporate and payroll taxes and create substantial direct and indirect job creation during the construction and production phases.

Of course, there are also balance of trade benefits from the replacement of imported diesel (tagged to the dollar and the crude oil price) with a domestic gas source as well as a marked reduction in greenhouse gas and CO₂ emissions.

The next step for IGP is for Sunbird

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Slow but sure



A LOCAL technology looks set to make waves internationally after SurePure, which uses photopurification technology to purify liquids, reported increased interest from global customers. SurePure's prime mover and CEO is former Springbok rugby prop Guy Keble, who took the interesting step of listing the company on a secondary board of the tech-aligned NASDAQ market in the US. The company's offering revolves around a patented SurePure Turbulator, which increases liquids' exposure to ultra-violet and enables greater efficacy and consistency in purification.

In short, SurePure's technology hopes to offer a better alternative to traditional pasteurisation by delivering replicable, and predictable germicidal efficacy. The technology can be applied to microbiologically sensitive liquids like wine, fruit juice and milk – but also has applications in fuel and blood plasma.

Keble said SurePure enjoyed a busy year of business development. "We established programs in different global markets and expect to continue to expand our footprint into the diverse industries that will be well-served by our technology."

He noted that during the first quarter of 2015 the company had secured additional orders of with a face value of over R12m. That means orders signed from the start of 2014 now touched R30m.

Keble disclosed that since inception SurePure had signed orders with a value of around R60m.

"As of February this year, orders by customers to the value of around R36m have already been installed and commissioned. We expect the remaining orders will be

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How Africa can attract investment for power projects

“INVESTING in the power sector in Africa can be very lucrative and we have the success stories to prove it”, says Evan Schiff, event director of African Utility Week, taking place in Cape Town from 12-14 May. During the largest annual power and water conference and expo on the continent, a high-level “Finance and Investment Forum” will specifically focus on project finance, risk management, IPPs and case studies.

Says Schiff, “US\$42bn a year will be required to meet Africa’s energy demand by 2040, including a private-sector financing increase of up to ten times the current levels. In order to achieve this govern-

ments and business must work together and fresh approaches will be vital.”

He continues, “Private equity fund raising for Africa increased by 136% in 2013 to US\$3.3bn, up from US\$1.4bn a year earlier. Greater private sector participation and competition has been encouraged through power sector reform and long-term power purchase agreements through the state utility or other credible off-takers. IPPs are considered a solution to persistent supply constraints. It is also exciting to see that intra-African investment is gaining momentum. African investors nearly tripled their share of FDI projects over the last decade,

from 8.0% in 2003 to 22.8% in 2013 according to EY’s latest attractiveness survey.”

The “Finance and Investment Forum” will also have a special focus on renewables and innovative ways of financing green energy while creating sustainable jobs. Schiff adds, “With the African Development Bank SE4LL Fund recently confirming a US\$777,000 preparation grant to support a 72MW solar power plant project to become the first renewable IPP in Cameroon, it shows that there are creative investment vehicles and initiatives out there for energy projects on the continent that previously were considered too marginal for

project financing.”

Bringing deals to point of bankability Power Africa, US President Barack Obama’s initiative to improve access to power in sub-Saharan Africa, will be the official country partner of African Utility Week. Power Africa works with African governments, the private sector, and other partners to add more than 30,000MW of cleaner, more efficient electricity generation capacity as well as increase electricity access by adding 60 million new home and business connections throughout all of sub-Saharan Africa.

Andrew Herscovitz is the coordinator for Power Africa and panellist at the ‘Finance and Investment Forum.’ “We’ve seen that there is plenty of investor interest in the continent and there are plenty of people with great ideas and potential to execute power projects, but the problem that we see is getting those deals to the point of bankability. So I really see that Power Africa has this sweet spot, working with all of our partners including the World Bank, which committed US\$5bn, the African Development Bank, which committed US\$3bn, the government of Sweden that committed a US\$1bn, and our private sectors partners that committed over US\$20bn. I think we have this opportunity to align our efforts to figure out what role we can play to bring those projects to bankability so that investors will find a place to put their money.”

More speaker and programme highlights at the ‘Finance and Investment Forum’:

- Case Study: Lake Turkana Wind Power Project, Kenya
- Erik Wandrag, Senior Investment Director for Energy, Harith General Partners
- Case Study: Gigawatt Global, Scatec Solar and Norfund PV Park, Rwanda
- Chaim Motzen, Managing Director, Gigawatt Global Coöperatief UA (GWG) Rwanda
- Case Study: “Develop your clean energy projects into bankable opportunities”
- Peter Ballinger, Managing Director, Africa, Overseas Private Investment Corporation, USA
- Panel discussion: “The fundamentals you must consider for structuring a

bankable PPA”

- Moderator: Gregory Nott, Director, Africa, Norton Rose Fulbright, South Africa

Open floor discussion on fixed tariffs, foreign exchange, transmission and grid connection risk, off-taker payment support, political FM, dispatch risk, put call option agreements (PCOA) and other PPA elements.

- Inge Stølen, Senior Investment Manager, Clean Energy, Norfund, Norway
- Marc Leistner, Deputy Head of Regional Representation for Africa, European Investment Bank, South Africa
- Roland Janssens, Deputy Head: Emerging Africa Infrastructure Fund, Frontier Markets Fund Managers, UK
- Eric Olojuga, Chief Commercial Officer, North South Power/Shiroro GENCO, Nigeria

The 15th African Utility Week and Clean Power Africa bring together utility professionals from across the globe to learn, share knowledge and debate the key topics that will secure the future development of Africa’s power and water industries. The event is expected to again attract more than 5,000 attendees and features 250 exhibitors, 190 speakers, eight conferences, free technical workshops on the expo floor, three high-profile plenary sessions and the coveted industry awards gala dinner.

DNV-GL has already confirmed its exclusive diamond sponsorship of the event while Accenture, Building Energy, MarelliMotori and Edison Power Group are the platinum sponsors.

African Utility Week and Clean Power Africa are organised by Spintelligent, Cape Town-based trade exhibition and conference organiser, and the African office of Clarion Events Ltd, based in the UK.

African Utility Week and Clean Power Africa dates and location:

Exhibition and Conference:
12-14 May 2015

Industry awards:
13 May 2015

Site Visits:
15 May 2015

Location:
CTICC, Cape Town



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EnerMech launches its African hydraulics solutions

INTERNATIONAL mechanical services group, EnerMech, marked the opening of a Hydraulic Product and Services division to service the African energy, power and mining sectors with a successful open day at its Cape Town base in Paarden Eiland.

The team is headed up by Hydraulics Manager for Africa, Faiek Fredericks and adds to EnerMech's integrated services offering, which includes cranes and lifting, valves, process, pipeline and umbilicals (ppu,) industrial services, equipment rental and specialist training services.

UK-headquartered EnerMech and says it operates globally in every major oil and gas sector, employing 2,400 people, with more than 90 in Africa and a presence in South Africa, Ghana, Nigeria, Mozambique, DR Congo and Angola.

The company has recently expanded its Paarden Eiland facility, which acts as a hub for all African operations, to include new hydraulics, valves and cranes maintenance and servicing workshops.

"Our hydraulics facility allows walk-in customers to source high quality hose and fittings and hydraulic equipment from reputable manufacturers. We are also able to design, manufacture and repair hydraulic systems to exacting client requirements," explained Fredericks, who has been involved in the local hydraulics industry for more than 15 years and has significant experience both onshore and offshore.

EnerMech also adopts a forward-thinking approach to data management. A specially created system allows for customers to have enhanced visibility of integrity data through web connectivity (EnerMech Live) as well as offering criticality assessments leading to optimised inspection programmes.

"Backed by these resources we have the ability to design and supply turnkey systems, in addition to providing an extensive range of complementary services that will make us the market leader in this region," adds Fredericks.

EnerMech has a 40 year heritage in providing hydraulics services to the international energy sector and it believes the African market will welcome its integrated approach to supplying allied services and expertise that place an emphasis on delivery, while introducing time and costs savings.

EnerMech's first entry to the African market came with the 2012 acquisition of Cape Town-based Water Weights SA,

which introduced crane load testing into EnerMech's services portfolio. This was followed in 2014 by the acquisition of Control Valve Technology, which provides servicing, refurbishment and sales of control and safety valves across Sub-Saharan Africa.

The company says it has also established a reputation in Africa for its PPU division,

having delivered several successful projects in Congo, Nigeria and South Africa.

EnerMech views the fast developing energy sectors in South, West and East Africa as key markets for future international growth and it has committed to a three-year £20m investment programme to establish a strong infrastructure in Africa.

Significant capital expenditure has gone in to sourcing equipment and recruiting experienced personnel to develop the company's seven business lines and building in-country capability across a number of important African energy hubs.

It is in offering truly integrated services that EnerMech says it differs from similar service

providers. Fredericks explains, "Most of the services we offer are related to each other and clients can benefit from having one committed and experienced provider supplying all of these services, rather than dealing with several companies who can offer only one of their requirements."

"For example, our Cranes and Lifting division is supported by

hydraulic design and manufacture, manpower supply, Maintenance, Repair and Operations (MRO,) Hose Integrity Management (HIM) and product supply."

"Our Valve Supply and Services division also intersects with hydraulics as a large number of valves are hydraulically actuated. We use this crossover of services to offer true integration

for our clients, creating an output of superior value as everything is run from one place with one project manager."

"We provide a complete service which is growing exponentially in popularity due to our global reputation, uncompromising focus on safety, quality, professionalism and fast turnaround time of parts and engineering services."



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Sea Point points the way to urban regeneration

IS Sea Point doing a 360°? From the beach playground of the 70s and 80s to retail wasteland of the 90s and early 2000s, to present day - a High Street once again alive with restaurants both simple and chic, coffee bars, salons and shops - the urban heart of the Atlantic seaside is on a major comeback, and a sustainable one at that. "Sea Point is Hillbrow's alternate reality," says architect Robert Silke, design partner at Louis Karol Architects. Silke, who grew up in Sea Point in the 80s, remembers the days when its High Street had pharmacies on every block, toy shops in abundance and the air smelled of soap and perfume. Then, at Sea Point's commercial height, came the development of the V&A Waterfront. Locals and tourists flocked to the Waterfront, leaving Sea Point's restaurants and shops empty. Eventually they collapsed. Main Road became Third World, and crime crept in.

Why has Sea Point since reinvented itself while Hillbrow seems likely to further wallow? Silke explains: "There are many differences between the two. In Sea Point, there has always been less fear, and many of the original property owners held onto property. With its large satellite population of domestic workers, Sea Point attracted non-white South Africans first as apart-

heid and the Group Areas Acts collapsed, and later on, foreigners from other African countries. Cape Town is an older city with a more mixed race history; a Creole town that knows how to loosen up. There were enough property owners who realised that just because Sea Point was becoming more mixed didn't mean it was the end of the world. Ultimately, it was Sea Point's Third World nature that saved its High Street."

Over the last several years, lower rents have attracted a bevy of new businesses, particularly restaurants. Like La Bohème and La Brixa, sister restaurants started by an ex-Caveau wine expert, modern French restaurant La Mouette and Andy's Sushi Bar, launched by a former Willoughby's chef. There's also a branch of Nü Health Food Cafe along with many new Chinese restaurants and markets.

"It's still very affordable to start a restaurant in Sea Point," explains Silke.

"We are now seeing the second wave in Sea Point's renaissance, which is not to be confused with gentrification: a shift towards wealthier residences and businesses that results in the exclusion of lower income groups," says Silke. The current renaissance means sustainable and genuine regeneration; not just a temporary boom. A lot of kudos go



to the police, who have dealt well with crime, as well as the National Government, who rolled out the successful MyCiti bus system, says Silke. And then there are Sea Point's visionary players, determined to champion it into a new age.

Two of Sea Point's most devoted champions are Saul and Paul Berman, brothers and self-made magnates in the construction industry. The Bermans grew up in Sea Point and never left. Unlike others, they never stopped believing in it. Twenty-five years ago, Saul started his business, and was joined by brother Paul five years later. Over

time, they have bought seven properties in Sea Point, all with the aim of improving the area, one project at a time.

Nowhere is the newly revitalised Sea Point more evident than The Point, the massive redesign and rebuild of the Checkers Galleria on Regent Street, now in the final stages of completion and already mostly let. The double-storey Galleria built in 1984, which was centred around a Checkers store, was purchased by the Berman Brothers for R52m, and has been totally transformed into a light and airy nine-storey shopping and lifestyle centre

servicing all ages and incomes. It is currently valued at R300m.

The Point's tenants range from the completely redesigned Checkers store, which is reputed to have the biggest Kosher market in the Southern hemisphere, to Knead, the artisanal bakery and café, which Silke calls "the throbbing heart of Sea Point," to Sportsman's Warehouse, BUC SWEAT Gym, PnP Clothing and Dischem. There are also smaller boutique tenants, such as NV80, an upmarket bar and grill started by the Gonçalves brothers of Pigalle Restaurant Group, Lorna Jane, the

popular Australian active wear brand and Bank's Kitchen Boutique. Above the retail shops are health and lifestyle specialists such as beauty therapists, cosmetic surgeons and chiropractors, as well as offices. In total, there are 21 office, 24 retail and ten health and wellness tenants.

To redevelop this mixed-use property into what they hoped would become a flagship for the new Sea Point, the Berman brothers turned to Louis Karol Architects, the firm responsible for designing the new Blue Route Shopping Centre and the original and subsequent Victoria Wharf builds, as well as Portside, the first skyscraper built in a South African CBD since 1993 (in a joint venture with dhk Architects.) Says Saul Berman: "We needed an architect who could realise a radical and modern design, and could also understand both the commercial and the business side of things; Louis Karol and Robert Silke are most capable of both."

The old Checkers Galleria was typical of 1980s' builds. It was designed for efficient flow of trolleys and delivery trucks, with little regard for people, other than to keep their focus on goods for sale rather than the outside world. Blank and windowless exterior walls were a barrier between customers and street life, and while the Checkers always worked, the

centre itself collapsed, says Silke. "When you block out the windows, you kill the street, and dead streets are like open wounds, destroying city life," he says.

The new centre is one of the tallest buildings in Sea Point. It was a colossal build, with mining equipment brought in to build the additional basement required for the foundation and increased parking. According to Silke, this was the first building project in Cape Town to be undermined while tenants were still trading - Checkers was open as usual while a fourth basement was blasted underneath. Now there are a total of 480 parking bays underneath what Berman calls "Sea Point's first true shopping centre."

With the brief from the Bermans to open the building to the streets, its walls are glass and modern, yet its shape was inspired by old Sea Point style moderne - late art deco from the 1930s to 1950s. Unlike its predecessor, its cafés spill out onto the sidewalk and it has multiple entrances and exits. "It is a reaction against how impenetrable the building was," says Silke. "Yet while it is open, its views are not panoramic; they are gritty and urban. This is no fantasy world; it's a vision of a confident, new and functional world. It is intended to celebrate the now, and is totally tuned to what the area needs," he says.

As for its developers, they are 100% committed to Sea Point, and always have been. "We knew that if we built up Sea Point, the values would increase," said Saul Berman. "If we don't rejuvenate the area, people won't want to live here. That's why we invested so heavily in The Point's externals, as well as its interiors. Now it's a place where people are coming to hang out with their neighbours." Adds Silke: "The Point has become one of those special parts of the city where friends meet, where boys meet girls and where chance encounters can happen."

"Sea Point might have been one of South Africa's first urban casualties," says Silke. "Instead, it's one of the first urban successes." As for the future of retail/commercial development, Saul Berman believes it's in boutique shopping centres like The Point, not in massive sprawling malls. As for Sea Point, he'd take things a few steps further: in 10 years time, he'd like to see a significant portion of Main Road designated for pedestrians only, with access to underground parking from side streets, further revitalising the High Street.



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Rextru smartens up

SALT RIVER-based fashion retailer Rex Trueform (Rextru) – one of Cape Town’s most enduring family-owned businesses – has picked up the profit thread again – reporting operating profits of close to R16m in the half-year to end December. This is encouraging news after the company endured a R5m loss in the corresponding six months last year and finished the year to end June 2014 with its income statement a rather scary R17m in the red.

Rextru’s revenue increased by 4% to R277m, while other income – which includes rental income on its properties – more than quadrupled to R10,5m. It must be pointed out, though, that the operating profit figure did include an amount of nearly R4m that related to the sale of the company’s Atlantis property (which once housed clothing manufacturing interests.)

Rextru CEO Catherine Radowsky said the core Queenspark retail segment managed a modest increase in turnover of 2,9% - impacted by the closure of three unprofitable stores and the opening of two new stores. But she noted that certain initiatives introduced in the interim period helped push the all-important gross profit margin increased to almost 55% from 47% previously. This meant

a 20% increase in gross profit.

While the re-fashioning of Queenspark’s performance is encouraging, the real intrigue at Rextru arguably lies in value enhancing property development endeavours. Radowsky said the main focus of the property segment had

been the development of the Rex Trueform Office Park (RTOP) in Salt River, which is near completion. She said the property segment revenue showed an improvement during the year, more than doubling to R7,6m mainly due to the additional rental income received from

the RTOP.

Looking ahead, Radowsky warned that retail sales in the second half of the year were traditionally lower than the first half.

“This, together with electricity loadshedding and increased competition, is expected to constrain profit growth during

the six months ending June 2015.”

She explained that in order to grow turnover in the 2016 year and beyond the company would introduce initiatives to increase the turnover of the existing store base and increase Queenspark’s footprint in South Africa by the roll-out of

further stores.

Turning to the property segment, Radowsky noted that the RTOP was located in a vibrant area within Salt River – adding that this building was in close proximity to two other group-owned properties, which held development potential. “Fea-

sibilities in respect of these properties are to be prepared in due course.”

She cautioned, however, that one property was classified as an important Heritage site. “This limits the development opportunities, and will cause a delay in the development process.”

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West Coast cooking with gas

Continued from P1

to progress the non-binding term sheet to a fully termed and binding agreement.

In the interim Sunbird also needs to complete further technical studies to support the subsurface and engineering aspects, and – perhaps more critically – deliver a robust funding plan for project development through strategic investment, partnering and/or project financing.

The spokesman said all necessary environmental permitting approvals were well matured and due for completion by the third quarter of this year.

“Success in all of these endeavours, as per the current project schedule, would anticipate first gas out of the IGP and into the Ankerlig Power Station in 2018.”

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Barloworld Power



The big three's tech bets

THE Cape's three investment kingpins – Johann Rupert, Jannie Mouton and Christo Wiese – have made some interesting bets on specialist companies in the technology sector.

The trio have over the decades made some stunning investments, and their willingness to back newer technologies is fascinating as all three could quite easily rest on their laurels and enjoy the benefits of their mainstream investments.

Rupert has been a long time backer of emerging technologies having made a fortune for Remgro (via the old Rembandt Group and Venfin) by investing in and later selling its stake in cellular services operator Vodacom.

Investment company Remgro, which is controlled by the Rupert family, is now backing infrastructural technology via investments in undersea cable company SEACOM and fibre optic

specialist Dark Fibre Africa (DFA.)

The investment in SEACOM has already paid substantial dividends for Remgro, and is now valued at over R1bn.

DFA looks more interesting though, with Remgro happy to keep topping up its investment in the specialist company.

Remgro's 50.9% stake in the CIV Group, which houses DFA, is now worth over R2.6bn. In the six months to end September 2014 DFA increased revenue 14% to R468m, while operating profit was static at R134m.

At a recent presentation Remgro CEO Jannie Durand disclosed that DFA had shown a solid 31% growth in annuity income – which was currently in excess of R65m per month.

He noted, however, that the main challenge faced by DFA was the slower than anticipated site build (or so called 'last mile') by

customers to link the mobile operator base station sites or enterprise customer to the fibre network.

But there can be little doubt there is enormous value in the ground with Durand revealing that DFA's current book value of the fibre optic network was in excess of R4.7bn.

Wiese and Mouton are relative newcomers to the tech space, but their respective thrusts are nonetheless quite intriguing.

Wiese has effective control over new look ConvergeNet Holdings – soon to be renamed Stellar Investments – which has Retreat-based hi-tech electronics manufacturer Tellumat as an anchor investment.

It is difficult, at this juncture, to gauge prospects for Tellumat, but Wiese's knack for deal-making could easily see this specialised company broadening its sphere of operations by acquisitions.

Mouton, whose

smart investments via his PSG Group in Capitec Bank and private education group Curro are legendary – has made small investments in specialised tech businesses like Energy Partners and the Stellenbosch Nanotech Company.

More tangible, however, is PSG Private Equity's sizeable investment in antenna and broadcasting technology group Poynting.

PSG's influence at Poynting is already evident with a recent acquisition in the US of an antenna company. Talk is that Poynting could look at similar acquisitions in Europe.

Admittedly the tech ventures by the so-called big three Cape investors pale in comparison to the overall investment portfolios. But these fledgling investments all carry great potential, and the respective endeavours to snag dazzling returns will be interesting to gauge over the next five years.

Target Rigging transports oversized tanks

DURING February and March 2015, Target Rigging transported and installed five x 400,000 litre measuring 19m total height by 5,3m diameter. These were manufactured by GVTec (Grotto) in Airport Industria and delivered to Lutzville Cape Diamond Vineyards. According to Target Rigging, they are the largest capacity tanks ever transported to a winery anywhere in South Africa. As Lutzville Vineyards required urgent additional capacity due to an earlier harvest than normal, these tanks were delivered as they were manufac-

tured and almost on a weekly basis.

David Rawbone of Target Rigging, who was responsible for the project, says the logistics of transporting the tanks were extremely difficult. The abnormal route previously used in 2014 was inaccessible as one of the bridges near Elandsbaai was under construction. Secondly, due to the current load shedding situation, Eskom were reluctant at the time to switch off any electric lines in the area north of Piketberg as this would further have disrupted producers during the fruit-harvest.

The only other al-

ternative was to use the N7 – itself under construction – between Citrusdal and Clanwilliam. Accordingly, arrangements were made with SANRAL and the three site engineers on the various construction sections. Once this was in place, the loads actually went very well and all tanks were delivered without incident.

Target Rigging and its associate company, D & H Cranes used a 55-ton mobile crane and a crane truck, did the installation. The crane had a main hook to lift the tanks into a vertical position as well as an auxiliary hook.

Slow but sure

Continued from P1

installed and commissioned during the first half of 2015."

SurePure's recent accomplishments include the sale of its technology to a South African producer of fruit juice, carbonated soft drinks, water and non-alcoholic malt drinks, a tilt into the burgeoning craft beer market, signing a commercial deal with Helpac, a major essential oils and floral water bio-producer and announced a breakthrough in purification of contaminated diesel.

In the middle of 2014 SurePure also

announced the production of cider for the craft brewing market with the use of its photopurification technology as well as demonstrated that its technology could trigger energy savings to the South African beer brewing industry through its collaboration with SAB Miller.

Most recently – and arguably the most promising development – materialised in December last year when SurePure announced commercial trials utilising its photopurification technol-

ogy as an alternative to dairy pasteurisation in India. Earlier this year SurePure announced its first breakthrough in India when the company confirmed its technology had been selected for use in developing dairy communities in Northern India.

Clearly there is a way to go before SurePure is accepted as a mainstream purification application. But success in a mass market like India would lay a firm foundation on which to start building brand awareness for SurePure.



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Barloworld Power ramps up support for oil and gas sector

CAT dealer Barloworld Power is adopting a global, regional and local focus to serve southern Africa's developing oil and gas sector, the company has told industry representatives at a recent customer seminar in Cape Town.

This approach fits well with a significant ramp-up by Caterpillar in power systems R&D and products to serve the oil and gas sector in recent years. Today Barloworld Power offers the on- and offshore industry a full range of Cat engines running on diesel, crude oil, pipeline and field gas, as well as dynamic gas blending systems, together with transmissions, pumps and fluid ends, enclosures, parts bundle kits and hazard protection equipment.

The critical factor is the expertise on the ground to transform these products into customised solutions and to provide the after sales support needed for long-term sustainability.

Barloworld Power supports customers in all aspects of the oil and gas sector in southern Africa, including gas compression, well service, drilling and production. Angola and Mozambique are major focal points, with Namibia and South Africa fast following suit as maintenance and repair destinations. Rental solutions, including power plants, form an integral part of the offering.

Barloworld Power has facilities and technical teams focused on the marine and oil and gas sector in Walvis Bay, Namibia, Vredenburg, Cape Town and Durban in South Africa, Maputo, Beira and Pemba in Mozambique and Luanda, Lobito and Soyo in Angola.

All these facilities have the backing of the Johannesburg-based Barloworld Reman Centre to rebuild Cat engines up to 3,500 series and Technical Academy, which trains more than 60 apprentices specifically for Cat Power applications every year.

The relatively recent opening of the Vredenburg, Soyo and Pemba facilities is a clear indication of Barloworld's intent to lead in the sector.

Barloworld Global Power was formed to help grow Barloworld's power systems business across its Cat dealership territories in southern Africa, Iberia and Russia. Based in Spain, the Global Power organisation offers specialised services and highly mobile technical skills, inter-territory co-ordination and strategic direction to all the dealership territories.

Barloworld technicians from Spain, Angola and South Africa have worked side by side to

provide solutions for several recent on- and offshore projects in Angola for global companies such as Pluspetrol, Seadrill and Transocean. Similar stories can be found in many locations around the world.

Every engine that comes out of Caterpillar's factories has built-in condition monitoring capability and Barloworld Power provides the criti-

cal training and skills on the ground to unlock that capability, ensuring that engines – wherever they are – are repaired before they fail.

Condition monitoring is essential with oil and gas assets both increasingly complex and widely dispersed. Remote monitoring and analysis by Caterpillar and its dealers enables intelligent and, impor-

tantly, prompt decisions and interventions.

The availability of parts to serve the oil and gas segment in southern Africa has grown exponentially and Barloworld's branches throughout southern Africa offer 24/7 parts service, connected to Caterpillar's global parts network through its major parts distribution centre in Johannesburg.

From left: Sibongile Mtaopane (business development manager: O&G, Barloworld Power southern Africa); Ian Cass (O&G international key accounts manager, Barloworld Global Power); Olugbenga Oloko (sourcing specialist: Sub-Saharan Africa, Halliburton) and Antonio Goncalves (technical manager: O&G Applications Engineering, Barloworld Global Power.)



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Maxiflex SA expanding on their national footprint with an official branch now in the Western Cape.

Maxiflex Door Systems - now in Cape Town

THIS year Maxiflex Door Systems is celebrating 25 years of service. The company has grown from humble beginnings in Johannesburg in 1990 supplying strip curtains, protection screens and impact doors to a network of branches throughout

South Africa. The current network, which includes branches in Durban and Port Elizabeth, will be expanding with the opening of a branch in Cape Town in 2015.

With increasing demand from customers to deal with more

versatile and flexible companies, Maxiflex Door Systems has expanded its product portfolio to include a range of different entrance solutions

The company says it chooses products carefully in order to always offer the best quality

products and service.

Albany high speed doors

In 1994 Maxiflex Door Systems was appointed the accredited sole-distributor in southern Africa for Albany Door Systems, a German-based company renowned for their high-performance roller doors. The company says that the Albany high-performance door range is ideally suited for high traffic areas where control of the working environment is of utmost importance. Door types tailored to size, speed and the type of application, enable a practical solution to be found for dispatch and receiving loading bays, warehouses, distribution centres, factory entrances and partitioning as well as shopping centres to name a few examples.

Crawford sectional doors and docking solutions

Easy to integrate into modern architectural designs and fully compliant with the most recent technical requirements in terms of safety and ease of use, these doors can be ordered with either manual or electric operation.

The Crawford 542 overhead sectional door is designed for applications like warehouses, logistics centres and a diverse range of production plants.

Megadoor

This range of doors is specifically manufactured for large openings such as mining workshops, aircraft hangars and shipyards. These doors are designed for the roughest environments and can handle extreme wind loads.

Teckentrup Roller Doors and Hinge Doors

In 2009 Maxiflex Door Systems became the sole distributor for the German manufacturer Teckentrup, to supply their range of high-quality industrial roller doors. The well-developed roller door system is characterized by its cost-effectiveness, robustness and simple design, assures the distributor. The Teckentrup Hinge Doors have different features and can be ordered as fireproof, smoke protective, heat insulated, or security doors.

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Continued on P9

SA business moves to backup plans as power crisis drags on

SOUTH African enterprises are moving toward multi-faceted power plans as the power crisis shows no sign of coming to an end in the foreseeable future, say power sector experts on the POWER-GEN Africa Advisory Board.

Bertha Dlamini, Managing Director of EON Consulting and a member of the POWER-GEN Africa Advisory Board, says EON's consultants are seeing a significant increase in the number of local enterprises taking a multi-faceted approach to dealing with the power problem.

"Our clients are looking at a combination of energy efficiency technologies and alternative energy solutions to help reduce their dependence on Eskom. Most enterprises cannot move completely off the grid, but they are installing backup power solutions such as generators for load shedding, and renewable energy solutions to supplement their power supplies."

Many shopping malls and office blocks that installed generators during the power crisis of 2008 are now considering renewables and more cost-effective alternatives as the fuel price looks set to rise, which would impact on the cost of running generators, she adds.

However, there are pros and cons to all alternative energy sources. "While generators are quick and easy to install, the long-term cost of a heavy reliance on generators can be

high, and is dependent on the oil price and its impact on the price of petrol and diesel. Solar power has a relatively high initial cost, which takes time to deliver an ROI, and it depends on sunny weather. Therefore it cannot be the only solution for enterprises with high power requirements and a need for a reliable supply. So most businesses

are considering blended solutions," she says. Dlamini notes that the first step to reducing the impact of the power crisis is to improve the energy efficiency of power users. "By introducing minimal energy efficiency solutions such as occupancy sensors, lighting automation, load shifting and solar solutions, companies can immediately

reduce their power consumption by between 10 and 20%," she says.

Effective change management programmes could bring about an immediate reduction in pressure on the grid.

The POWER-GEN Africa and DistribuTECH Africa conference and exhibition bring together regional

and international power sector leaders for the most comprehensive event serving Sub-Saharan Africa's electricity sector. Under the theme 'Emerging Opportunities in the World's Fastest Growing Continent', this year's event will be staged from 15 – 17 July at the International Convention Centre in Cape Town.



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Maxiflex Door Systems - now in Cape Town

Continued from P8

Service

Understanding the client and knowing that products are utilised in critical areas, trained service technicians are on-call 24 hours. This enables the company to focus on the client's needs by ensuring that downtime is kept to a minimum. Maxiflex Door Systems says that customer satisfaction is their main priority. "Maxiflex Door Systems offers a range of quality products, professional installations and quality after-sales service and support for any industry. With branches across South Africa, we are able to give nationwide prompt and professional service."

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POWER-GEN Africa and DistribuTECH Africa have quickly established themselves as sub-Saharan Africa's leading events that cover the full power spectrum from supply to delivery, focusing on the current and future trends, as well as the needs and resources within this region of the world.

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Cape shopping precincts positive vibes

PROSPECTS for retail real estate remain robust - judging by plans and performances by some of the Western Cape's best-known shopping centres.

SA's largest property holding company Growthpoint reported in results for the six months to end December, that its flagship

V&A Waterfront property continued a strong sales performance with year-on-year sales growth up around 19% on a rolling 12-month period.

Growthpoint added that trading densities were also strong at 15.9%. The V&A wooed more tenants like Seelans, Swatch,

Luisa Spagnoli and Scotch & Soda. The company contended that the V&A trading and sales densities continued to outperform its benchmark competitors (super regional shopping centres) across the country) on property densities.

The shopping precinct also secured the

first H&M and Hamley's flagship stores (some 5,600m²) - which are scheduled to open in the last quarter of 2015 (occupying the old Red Shed space.)

Plans have also been passed for a 15,000m² extension to the Victoria Wharf Shopping Centre, and plans are currently being devel-

oped to meet the retailer demand. Growthpoint anticipate that this project will kick off next year.

Shopping centre specialist Hyprop reported that it had increased the value of its 80% stake in Canal Walk by R200m to R6.2bn in the six months to end December 2014. Va-

cancy levels in this mega-shopping centre situated at Century City is a mere 0,5% and the footcount a remarkable 10.9 million.

Not surprisingly then Canal Walk's revenue was up strongly at R279m (2013: R201m) and so was distributable income at R201m (R181m.)

Other smaller Cape-based shopping centres currently in the Hyprop fold also performed soundly. The Somerset Mall managed revenue of R110m (previously R77m.) Cape Gate churned R80m (R75m) and Willowbridge in the Northern suburbs boasted revenue of R45m (comfortably ahead of last year's R25m.)

Another Cape shopping centre stalwart Fountainhead - which owns the Blue Route Mall, Kenilworth Centre and N1 City Mall - is also sounding chipper about prospects. The company reported recently that retail turnover growth increased by a sprightly 17% at the Blue Route Mall in 2014 following its redevelopment.

Results for the six months to end December for the V&A Waterfront property continued a strong sales performance.

Vacancy levels sit at only 1.22%, underpinning Fountainhead's R1,16bn valuation on the revamped property. The company also disclosed that the Blue Route's average monthly turnover topped R109m with an average monthly foot count of 654,907 shoppers.

Meanwhile the nearby Kenilworth Centre saw expansion to incorporate 142 additional parking bays and another R197m will be spent on creating almost 5,000m² squared of new retail space (as well as additional parking.)

Fountainhead also advised it will make strategic acquisitions that support long-term opportunities to unlock value within its property portfolio. Part of this strategy entails acquiring a motor dealership adjacent to Kenilworth Centre for R35m.

Last but not least, Cape Town's small retail property play Fairvest appears to be gaining traction at the promising Nyanga shopping precinct. In its latest financial report, Fairvest said the redevelopment project at Nyanga Junction continued with a project to create a food court. The project is expected to be completed shortly and encouragingly all the new premises have been let.

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Kingsbury Hospital invests in 3D robotic surgical technology



Siemens Artis Zeego.

FOLLOWING hot on the heels of the refurbishment of Life Kingsbury Hospital's emergency rooms, theatre suite and all of its wards, Life Kingsbury Hospital has seen another significant investment, this time into its vascular surgery theatre. The hospital has installed a top of the range angiography system (which allows surgeons to see a 3D rendering of the blood vessels) into its newly revamped, dedicated vascular surgery theatre.

The Siemens Artis Zeego system allows surgeons a clearer, more detailed view into the workings of the vascular system while performing surgery, with lower radiation exposure. The robotic capabilities

make the system more user-friendly for the medical staff, meaning shorter surgery times – and less complications. Most circulation problems can now be solved using minimally invasive technologies.

Life Kingsbury Hospital has long been established as the vascular surgery hub according to Dr Philip Matley, Past-President of the Vascular Society of Southern Africa and partner of the vascular surgery practice at Life Kingsbury Hospital. Between Matley and his partners James Tunnicliffe, Martin Forlee and Bhavesh Natha, and their specialised support team, the new theatre is kept extremely busy.

"The new theatre is

cutting edge and cements Life Kingsbury Hospital as the place to go for relief from any problems affecting the veins and arteries," states Matley.

These conditions include varicose and spider veins as well as deep vein thrombosis and the entire range of arterial problems. Matley however goes on to say that he and his partners see a growing number of diabetics in the practice.

"We are extremely pleased with the upgrades and expect the new equipment to help us save many diabetic limbs," he continues.

With Life Healthcare investing around R250m into Life Kingsbury Hospital's refurbishment, Hospital Manager

Dr Justin Gavanescu says that the hospital has a lot to offer the community it serves.

"Originally established as a maternity hospital, Life Kingsbury Hospital is uniquely placed to treat the whole family. We have excellent maternity and paediatric facilities, a first-class emergency room that serves everyone from the student community to the families and older population of the area, as well as a very strong specialist surgical offering, strengthened by the newly refurbished and equipped vascular theatre."

The upgrades at Life Kingsbury Hospital seem to be far from over, with Gavanescu saying that the next step in the project is to repurpose the old Claremont Hospital into temporary doctor's suites and the new home of the Life Peninsula Eye Hospital.

Slight pinch from Green Cross

CONSUMER brands giant AVI's is not yet making big strides in growing profitability at well known Cape Town-based health shoe manufacturer Green Cross. AVI acquired the forty-year-old Green Cross in mid-2012, forking out R382m for a business that in the year to end February that year had generated revenue of R300m and operating profit of R70m.

Green Cross essentially operates as a vertically integrated manufacturer, importer and retailer of ladies, men's and children's footwear in South Africa and neighbouring countries. The company's production facilities located in Epping, manufacturing mainly for its own retail network of 30 stores, but also wholesaling to third party retailers, distributors and agents that in 2012 accounted for roughly 48% of turnover.

At the time AVI's board believed that the

Green Cross acquisition was firmly aligned to its strategy of growing great brands and would allow AVI to further capitalise on its expertise in the premium branded footwear category. The latest interim results to end December from AVI, however, show that Green Cross has not managed the anticipated profit sprint yet.

Turnover was up 5% to R171m, but operating profits were pushed down 3% to R23,6m as the operating margin was squeezed from a comfortable 21% to under 14%. AVI CEO Simon Crutchley said retail revenue growth was driven by higher prices and volume growth. But he said some trading days were lost when six stores were re-branded.

But there was a marked decline in wholesale volumes as Green Cross lost shelf space to competitors and experienced resist-

ance to price increases. The gross margin was banged down from almost 53% last year to 47% as Green Cross embarked on discounting to manage stock.

Looking ahead Crutchley stressed the retail focus at Green Cross would continue. Around R101m is generated in sales from the 29 strong retail chain, averaging out at a fairly decent R3,266/m².

He said there would be an ongoing roll-out of new design stores with eight likely to open in the second half of the financial year.

Crutchley added that the company would improve the product range and ensure better price management as well as push for retail space growth in suitable locations became available. Efforts would also be made to leverage improved factory capability at the Epping manufacturing plant.

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GAS cooling is a highly complex process used in many manufacturing environments, including pulp and paper mills, steel mills, power plants, waste incineration facilities and cement plants. Insufficient gas cooling can lead to environmental problems and non-compliance fines, costly manual labor for maintenance, and unnecessary production downtime.

Insufficient gas cooling in the duct results in overheating and damage to the expensive baghouse filters. If too much cooling water is used, bags become wet and ineffective. Excessive cooling water also wets the duct walls and causes a dust buildup that reduces airflow. The dust slurry is a hazardous waste that falls into a cleanout chamber at the base of the duct. Wetter, heavier slurry makes maintenance more

difficult and increases disposal costs. Evaporative cooling using dual-fluid atomization technology, where water is mixed with compressed air, has become the preferred method for gas conditioning, because it typically offers greater precision than hydraulic cooling and lower operating costs. However, the performance of dual-fluid systems varies widely. It is important to un-

derstand the key system elements that determine the level of gas control you can achieve and to partner with a manufacturer that has all the resources to evaluate your requirements and help ensure performance goals are met. The most critical component in a gas cooling system is the spray nozzle. If drop size and spray coverage aren't precisely right, problems like these can occur:

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FloMax A series nozzle.

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bonded silicon carbide. Others are available upon request 0°, 45° and 90° lightweight lances are available in with quick-release or bolt-on flanges and with quick delivery.

- Adapters, cooling jackets, purge tubes and protective tubes can be added.

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- **Total automation minimizes labor and downtime:** The AutoJet spray controller controls all system components – nozzles, pumps, sensors and other hydraulic/pneumatic components. If a problem is detected that the controller can't resolve automatically, operator warnings will be displayed or sounded.

- **Multiple lance zones:** AutoJet Gas Conditioning Systems can be configured with multiple lance zones to allow greater turndown of flow rate under variable system conditions.

- **Reduced energy costs:** Variable Frequency Drive (VFD) pumps provide proportional liquid regulation and significant electricity savings. In addition, energy-efficient proportional air regulation reduces air consumption and operating costs.

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W.O. Trackworks steams ahead with projects from the Middle East to the Southern tip

W.O. Trackworks (Pty) Ltd. has recently entered into a contract with a Saudi Arabian company to construct a new 192km railway line. The company will be working on the project for a total of 24 months as it includes the earthworks programme, although the rail programme it-

self should take around 14 months.

The company says that this is only the beginning of its Middle Eastern business drive and it is in the process of establishing a registered business within the GCC Region, where it sees a bright future for its specialised expertise.

"The challenges in any cross-border opportunity are generally limited to logistics and financial management. If one can mitigate these two concerns, then ultimately the project is destined for success. One of the more prominent lessons learnt is, 'if you think it is going to take three

months, double it,'" says company spokesperson, Winston Ollevagen.

In fact, cross-border business is looking promising for W.O. Trackworks, as it is also in negotiations with a contractor that focuses on cross border civil and earthworks on a turn-key solution in North West Africa.

"We operate throughout southern Africa with our On Track plant division having already leased plant and equipment to a mining house in Botswana. We are also furthering plant opportunities in Namibia and hope to have key on track equipment established in country by the end of the year."

This is good news for the local economy as the company has secured a further R11,9m in orders from its Saudi project that has been ploughed back into the Western Cape region. W.O. Trackworks are in the process of securing a contract for a further R23,4m that will see its way into the coffers of local suppliers over the next year, creating much needed jobs in the process.

The company is a family owned business, established in the Western Cape in 1978. Since then it has grown to become a leader in South African rail infrastructure. W.O. Trackworks predominantly services

Continued on P13

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Cape industrial property market showing encouraging signs



An artist's impression of the Waterstone Industrial Park currently under construction at Capricorn Park.

THE industrial property market in the Greater Cape Town area continues to show signs of improvement in some sectors, according to Lloyd Nussey, a director of Baker Street Properties.

Nussey says, "Gross rentals for existing facilities have increased slightly and are now averaging R42/m², up from R40.00/m² (excl. VAT) six months ago, with escalation rates averaging 8% per annum. This increase has been driven by recent new developments, which now command rentals of more than R60.00/m² (excl. VAT) and the conversion of older redundant factories into more suitable distribution facilities. A sizeable amount of larger space has been developed and occupied since our last survey six months ago and there a number of buildings under construction with others in the planning stages. Areas most active with building activities or future plans are Epping, Joostenberg

Vlakte, Montague Gardens, Atlas Gardens, Rivergate, Sheffield, Blackheath, Bellville, Brackenfell and Capricorn Park.

"At Baker Street Properties we use our

extensive database to track the industrial property vacancies across the greater Cape Town areas, including buildings which will become vacant within the next six months. Based on this data, we have seen a decrease in the vacancies in the greater Cape Town area from 403,015m² in August last year to 386,652m², a decrease of 4.23% measured in February this year. Although this is a much smaller decrease compared to the previous six months, it is encouraging as it shows a continuing downward trend, which will in turn begin to nudge average gross rentals upwards."

Other statistics from Baker Street revealed that current vacancies reflected in facilities larger than 1,000m² for the period, were down from 277,167 in August 2014 to 276,173 in February 2015. This decrease represents a total of 71.4% of the overall current vacancies in the Greater Cape Town industrial market. For industrial properties between 500m² and 1,000m² the vacancy figure remains at 58,928m² in February this year, representing a slight increase in the previous period and 15,2% of the cur-

rent overall vacancies. There has been a big improvement in the market for premises smaller than 500m² where there has been a vacancy reduction of 25,3% for the overall industrial market, from 64,596m² in August 2014 to 51,551m² currently. This means that vacancies for this sector are down 13.4% to February 2015, which is most encouraging.

Nussey adds that a lot of smaller companies have expanded to larger premises, while some larger companies have consolidated their operations into one large warehouse. A continuing trend is for movement in the logistics company's and warehousing sector, with very little in manufacturing.

Baker Street has found that most enquiries received from prospective tenants are for premises ranging from 800m² to 1200m². There is also strong demand for owner occupiers wanting to purchase and own their properties. Some of the larger developments taking place currently are in Montague Gardens, Blackheath, Airport Industria and Capricorn Park.

Nussey concludes, "From a tenant's point

of view, should you find your lease expiring in the next six months, please make contact with us to explore what options are available. We have seen a marked increase for tenants engaging in our services to assist in renewing their leases. Working on a fee based on a percentage of savings achieved, we find various avenues to add value during these negotiations on behalf of the tenant.

"As a landlord, if you require assistance with tenant retention and need market knowledge and our negotiation expertise, please contact us to assist."



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Lloyd Nussey – 083 262 0978
- **Blackheath, Bellville, Parow and Brackenfell**
Martin Reynolds – 076 838 1818
Christo Vercueil – 071 868 1897
- **Montague Gardens, Killarney Gardens, Paarden Eiland & Atlas Gardens**
Dylan Pelton – 072 698 5260
Alexi Pavlou – 072 237 8124
- **Southern Suburbs, Maitland & N'dabeni**
Steven Bolleurs – 072 445 6911

• **Sales**

Andre Theron – 082 453 5723

021 461 1660

www.baker-street.co.za

W.O. Trackworks steams ahead with projects from the Middle East to the Southern tip

Continued from P12

the rail industry, which includes the sales and leasing of On Track plant, equipment and locomotives. In addition to this, it operates a concrete manufacturing division that also services the parastatals. This includes high security perimeter fencing solutions.

"We provide a full turnkey solution from design and construction to maintenance. We are also the only locally-based entity within the Western Cape that can offer large on track plant and equipment to the local industry."

With the latest PRA-SA and Transnet Freight

rail upgrades to the Western Cape rail infrastructure, W.O. Trackworks finds itself in a niche market, with both the infrastructure and experience to service the large civil contractors, including the "Big 5." In fact the company has a prominent client list spanning both the public and private sectors with many Blue Chip clients including Grindrod, PRASA, Transnet Freight Rail, Century City, and the listed Main Civil Contractors, such as WBHO and Stefanutti Stocks.

Through the new business developments the company have ex-

panded their staff complement, and continues to invest in people and training to ensure that they can provide their clients with the full suite of expertise.

However big the company's portfolio, and however far the company travels, W.O. Trackworks remains true to its core focus, providing expertise in a niche market, originally built and known for its high standards and workmanship.

"We pride ourselves on our values: experience, quality and integrity, combined with a solid infrastructure and well-trained staff complement."

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Marine insurance and risk management

WHEN you think of ports and the activities that take place there, images arise of vessels loading and discharging containers; of vessels coming and going; of vessels under repair and of numerous other goings on.

What does not readily spring to mind is insurance and specifically marine insurance.

Yet the vast majority of the activities that take place in a port require suitable marine insurance – be it insurance of the cargo being imported or exported; be it cold stores and the contents therein; be it the vessel itself (for both hull and liabilities) or be it the ship repairers who require specialist marine liability insurance.

The port itself requires numerous forms of insurance from asset cover for the buildings; to hull and liability cover for tugs they operate; to general liability for their activities, both land-based and at sea.

Very often, the need for adequate marine insurance is overlooked – sometimes knowingly, but also quite often through a lack of adequate appreciation for the risk exposures themselves.

Many companies will have what they believe to be adequate marine insurance in place only to find out in the event of a loss that this is unfortunately not the case. It is

for this reason that the advice of a professional marine insurance broker and/or risk advisor should be sought.

Whether there is a need for appropriate marine insurance, should start with a thorough client needs analysis that will hopefully identify the various exposures facing the client in terms of their particular operations.

The vast majority of the activities that take place in a port require suitable marine insurance

If one had to look at a ship repairer for instance, the primary form of cover that they would require would be Ship Repairers Liability to cover them against the risk of incurring a liability arising out of their negligence in some shape or form.

It should be borne in mind that Ship Repairers Liability (SRL) Insurance (as the name would indicate) is liability-based and not first party “all risks” cover. For an SRL policy to respond, the loss being claimed for would generally need to arise as a result of the negligence of the ship repairer in carrying out their work.

Whilst SRL Insurance is rather specialised and requires a professional insurance broker’s advice, there are numerous other Insurance Policies that would need to be considered in relation to an operation of this kind.

These would include: assets all risks (to cover the buildings and plant); motor insurance; general liability insurance; cargo insurance (for parts, materials being imported); fidelity guarantee; kidnap and ransom (for employees travelling to high risk parts of the world); group personal accident (for injury to employees) etc. Other less obvious risks that may require Insurance could be environmental exposures, cyber liability, etc.

Whilst Marsh is a composite broking house and risk advisor, they do have specialist marine teams situated in Cape Town, Durban and Johannesburg, with the majority of Marine Hull, Professional Indemnity and Ship Repairers Liability risks being handled out of the Cape Town office.

Marsh Cape Town is also heavily involved in providing broking services (both marine and non-marine) to the fishing industry. This client base ranges from major corporates through to SMME operations as well as singleton owners.

Mercantile Bank increased lending to SMEs by R1bn in 2014



MERCANTILE Bank has kept its promise of growing entrepreneurs by increasing its lending to SMEs by R1bn and making significant investments in systems, processes and products over the past year to entrench its position within the entrepreneurial space.

“Our sole purpose in life is to grow entrepreneurs. We feel that a lot of business owners are not getting the service they deserve from their bankers and, through our single point of contact relationship banking model; we aim to provide our SME clients a differentiated banking experience. We are seeing that this strategy resonates with our clients and it has translated into the positive results we have seen over the past year,” says Mercantile Bank CEO, Karl Kumbier.

In line with its goal of becoming the leading financial service provider to South Af-

rica’s expanding small and medium enterprise (SME) sector, Mercantile Bank successfully launched its private banking offering, exclusively aimed at entrepreneurs who are looking for individualised financial solutions and that are likely to migrate their business banking requirements at a later stage.

Aligned with this, Mercantile Bank also opened an additional four SME-focused Business Centres, strategically located across the country, to provide its clientele with a convenient place from which to work and hold meetings during the day and, to fulfill their cash transaction and face-to-face banking needs.

Mercantile Bank says it is the only player active among the niche banks in South Africa that offers the full range of transactional and payment clearance solutions offered by its larger Big Four coun-

terparts. However, by differentiating its strategy away from the more traditional banking space, Mercantile continues to successfully grow its non-interest income – which this year increased by 19% year-on-year.

In addition to launching its private banking business, the company also rolled out a new trading platform aimed at attracting independent intermediary foreign exchange providers. This strategy led to foreign exchange income growing by 30% during 2014. 60% of the company’s existing forex income is generated from intermediaries.

Further illustrating its commitment to investing in customised banking through the use of new technology, Mercantile Bank also introduced its Mercantile Online Invest product, which is a tailored deposit product for law firms and estate agents. Mer-

cantile raised R300m in new deposits from this product in 2014, contributing to an overall deposit growth of 15%.

In the more traditional interest income side of the business, Mercantile Bank grew its lending by 19%, exceeding the industry average. A large contributor to this growth was the formation of an integrated sales team that specialises in structuring complicated lending transactions for the SME market. Kumbier commented that he was satisfied with the growth in lending attributable to the integrated sales team. Not only did it provide the Bank with solid lending growth but also enabled a number of clients to grow their businesses, through financing of acquisitions or investments to enhancing trading activities.

Non-performing loans stood at 3.5% of the lending book and Mercantile incurred a credit loss ratio of only 0.6% for the year. Both of these figures are well within industry norms.

Kumbier noted that in 2014 in the costs associated with regulatory compliance increased significantly. He added that this was likely to continue with the introduction of the Protection of Personal Information Act (POPI) and the new PCI (Payment Card Industry) regulations. While these costs are felt less by the larger banks, smaller, niche banks such as Mercantile feel the impact. However, even with the increased costs of compliance, Mercantile managed to keep growth in its overall cost base to less than 7% for the year.

During 2015, Mercantile also celebrates its 50th year in South Africa – 50 years of providing numerous small- and medium-sized businesses with banking solutions to them to grow into leading organisations.

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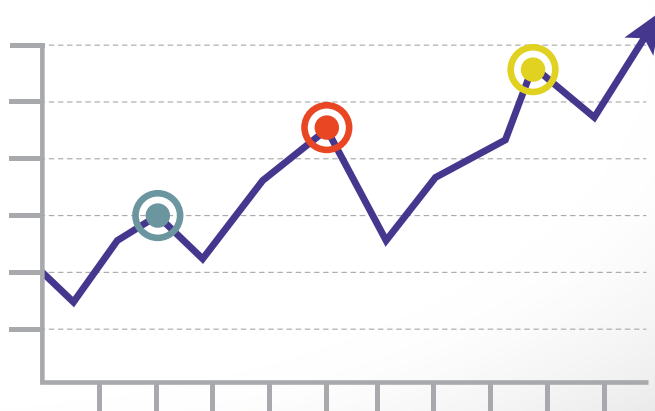
It offers its unique business model to all like-minded companies across all industry sectors, to assist their clients with business intelligence and creditworthiness. It also ensures that its members never experience constraints or any degree of vulnerability. The end result will encourage better cash flow, customer service and higher retention levels.



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Overberg Agri standardises processes with Sage ERP X3



DIVERSIFIED agriculture group, Overberg Agri, is implementing the Sage ERP X3 enterprise application suite to standardise its business processes group-wide and consolidate its various operations and subsidiaries onto a unified platform. Datacentrix has been appointed to oversee the implementation of the new business solution.

Overberg Agri will be rolling out the Sage ERP X3, Sage CRM, Sage Retail Management Solution, Sage Enterprise Intelligence, and Sage Inventory Advisor software. It will also be rolling out Aritmos's vertical management software for cooperatives, food and agricultural companies — which was developed on the Sage ERP X3 platform — as well as the DocuVision electronic document management system — which all integrates tightly with Sage ERP X3.

Says Andre Uys, Managing Director at Overberg Agri, "Our existing business solution was not keeping up with the evolution of our business and could not deliver the timeous management information we need to make the best possible business decisions."

"What's more, we were becoming increasingly concerned about the business risk we faced because of our reliance on a single supplier. We also knew that we needed to start using IT more effectively as a competitive edge in an agriculture sector that is becoming increasingly technology-driven. That prompted our search for a new, integrated business solution."

Uys adds that as a large business with diverse interests, Overberg Agri requires a flexible solution that will facilitate easy interaction between its many subsidiaries and operations. Sage ERP X3 fits this need and provides a modern technology backbone for the company's growth.

"With Sage ERP X3, we'll be able to standardise processes as well as work more effectively with uniform workflows throughout our business," he adds.

"We'll also have real-time financial information on which to base our decisions. Consolidating all companies and affiliates on a central system will deliver enormous benefits to us in terms of total cost of ownership, efficiency, collaboration and information-sharing."

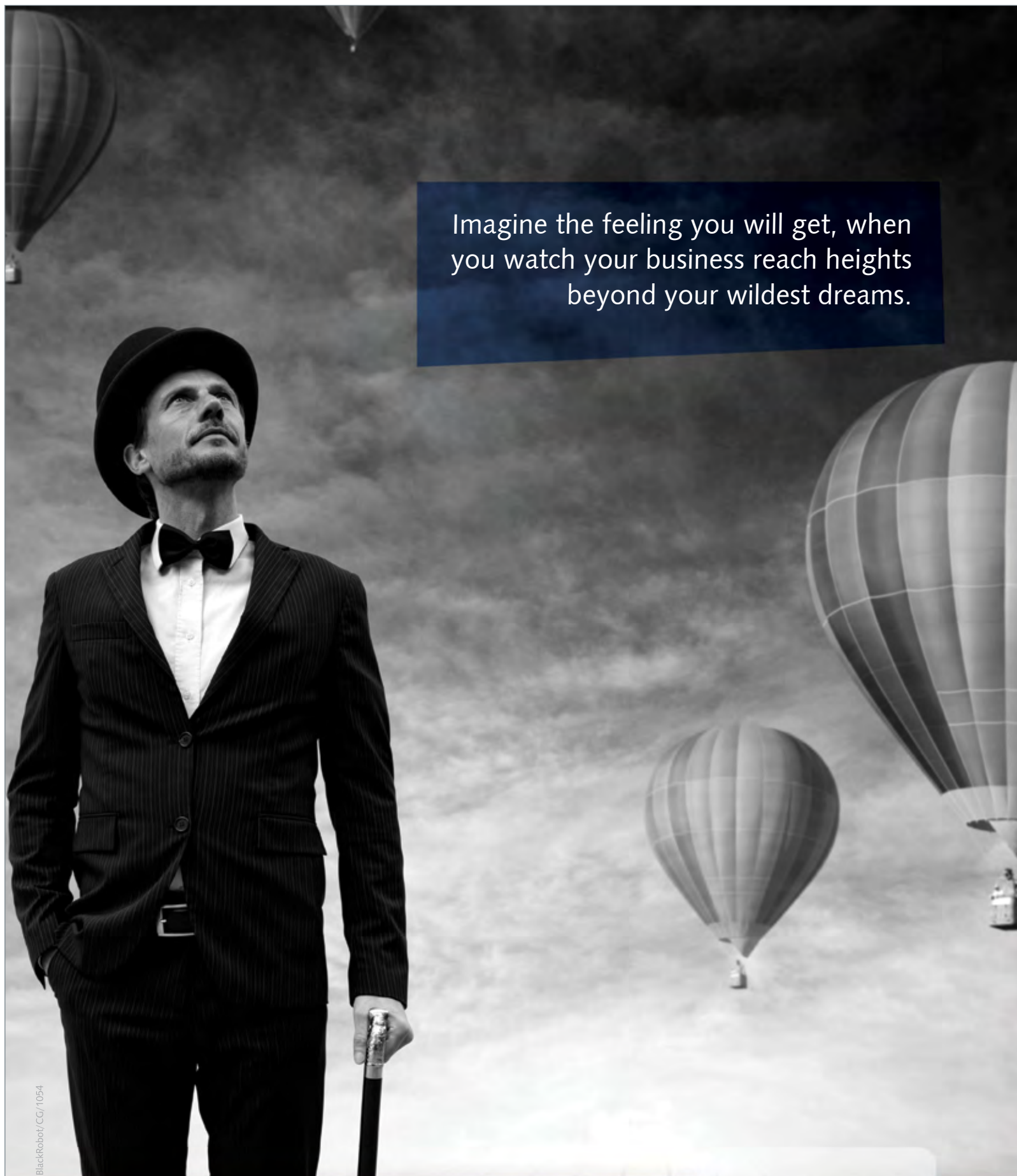
Says Johan Hanekom,

Business Unit Manager, ERP Business Unit at Datacentrix: "The pace of the agricultural industry in Africa is relentless. Organisations in this market need industry-specific business solutions to improve competitiveness and efficiencies in this

volatile sector. Sage ERP X3 addresses their diverse and complex requirements."

"Our solution for agriculture seamlessly integrates all processes from planting to harvesting, packaging to marketing as well as sales management,"

says Senior Vice President Sales, Sage ERP X3 AAMEA, Keith Fenner, "It helps agriculture companies to see what's happening in their businesses in real-time, streamline their processes, and ultimately, compete more effectively."



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Thermal spray coatings

IT is imperative that thermal spray coatings, which are used to address an ever-increasing variety of surfacing needs, adhere to strict quality standards due to the criticality of industrial components.

"While good quality coatings extend component life, reduce costs and improve productivity on the one hand, bad quality coatings on the other hand can cause components to delaminate, crack, or spall during operation," explains Dr Jan Lourens, Managing Director of South Africa's thermal spray and plasma coating specialist company, Thermaspray. "With implications of costly unplanned downtime, maintenance costs and reduced production, the importance of high quality thermal sprayed coatings cannot be overemphasised."

The microstructure of a thermally sprayed coating is characterised by the existence of various pores, micro-cracks, splat boundaries, oxides, grit entrapment

and unmelted particles. These attributes greatly affect the mechanical properties of a thermally sprayed coating. In general, an inhomogeneous microstructure reduces the overall stiffness, coating strength, and integrity. Coating characteristics such as porosity, cohesion, and oxide content all play a role in the quality of a coating.

Lourens claims that Thermaspray remains at the forefront of the thermal spray coating industry in South Africa and boasts the only metallurgical laboratory in Southern Africa dedicated to the evaluation of thermal sprayed coatings. In partnership with Oerlikon Metco (formerly Sulzer Metco) and UK-based TWI (The Welding Institute,) Thermaspray has developed techniques specifically tailored to evaluate the quality of thermally sprayed coatings.

A coating is produced by a process in which molten or softened particles are applied by impact onto a substrate. A common feature of all

thermal spray coatings is their lenticular or lamellar grain structure resulting from the rapid solidification of small globules, flattened from striking a cold surface at high velocities.

Several key processing steps are required to produce optimal thermal sprayed coatings. To ensure adequate bonding of a coating material, the substrate must be properly prepared through cleaning, followed by roughening – usually through grit blasting. Masking and heating are commonly applied to the substrate prior to thermal spraying. Coating quality also depends on spray process variables such as part temperature control, gun and substrate motion, spray pattern, deposition efficiency and deposition rate. Post-coating operations that include finishing treatments such as grinding, polishing and densification treatments (fusion, testing and inspection) further enhance the quality of the coatings.

Typical examples of poor coating

quality include:

- A coating with lack of adhesion and cohesion leads to flaking and peeling during in-service operations.
- A coating with foreign particles entrapped in the coating leads to poor cohesion, flaking and peeling during in-service operations.
- A coating with excessive grit entrapment leads to poor adhesion to the substrate causing undue stress in the material leading to cracks or weak points in the coating that will serve as points of attack in corrosive and abrasive environments.
- Coatings with oxide inclusions lead to the added hardness of the coating, which in turn leads to brittle coatings as oxides fracture easily. If these strings are too concentrated it will lead to a decrease in cohesive strength of the coating.
- One of the most common causes of porosity, another important factor that influences coating properties, is the presence of unmelted particles.

These solid particles, some of which are reflected from the coating surface, may adhere to or become trapped in the rough finish of the coating.

These particles are not well bonded nor are they in intimate contact with the underlying splat, which creates voids and porosity. Excessive porosity creates poor cohesion and allows for higher wear and corrosion rates. Poor cohesion can lead to cracking, delamination and spalling.

"With a highly skilled, qualified staff, state-of-the-art equipment and a dedicated metallurgical laboratory, Thermaspray is able to ensure that coatings are of the highest standards and quality by adhering to strict standards in its coating process and quality evaluation," says the company.

Engen gas engine oils put waste gas to work

RECOGNISING the new impetus on the use of waste gases as a source of energy, Engen Petroleum is wowing front runners of this increasingly popular and environmentally clean technology with its comprehensive range of lubricating oils for engines running on waste gases - gases, which would otherwise contribute to global warming or unpleasant odours by being released into the atmosphere.

According to Engen Lubricants business manager, John Kennedy, numerous waste gases are found in nature and as by-products of industrial processes, including natural gas, biogas (landfill and sewage gases,) coal seam gas (coal mine and coal bed gases) and furnace gases (from steel, ferrochrome, ferromanganese and calcium carbide production plants.)

"Instead of being an environmental burden, these gases can run gas engines of various designs for specialist tasks including gas transmission, power generation, conversion into less harmful substances and many other applications," says Kennedy.

So, for example, methane produced by waste sites can be burnt in gas engines to generate power, while simultaneously being changed into carbon dioxide that is far less harmful for the environment.

Other applications include converting sewage to methane for running engines; converting carbon monoxide produced by steel works to carbon dioxide; and recovering gas from farm waste such as vegetation and refinery waste water.

Kennedy says after all these wastes have been passed through a

'digestion' process to produce the gas used in gas engines, the other by-products are completely safe fertiliser and water that can be used for irrigation.

The Engen range of premium quality gas engine oils (GEOs) has been formulated with the latest technology to meet the complex demands of gas engines and the fuels with which they operate," says Kennedy.

"Gas engines require lubricants formulated specifically for them, to meet the high demands of gas engine designs, operating conditions and environmental factors," he adds. Well-formulated gas engine oil takes the following into account:

- Ash content and composition – Gas engines rely solely on lubricant ash to lubricate between the hot valve face and seat. Engen oils contain ash levels in narrow concentration bands to optimise performance and prevent damage: too little can lead to increased wear while too much can cause guttering, torching and detonation of deposits.
- High resistance to nitration and oxidation – Gas engine oils must be able to handle high levels of oxidation and nitration as a result of high operating temperatures because of factors including the high burning temperature of methane compared to liquid fuels.
- Fuel type – Fuel gases differ in composition depending on their origin and can contain impurities which can harm engines. Gas

engine oils need to be specially formulated to minimise wear and corrosion due to impurities in the fuel gas.

Based on new detergent technology, an optimised antioxidant system and superior quality base oil, Engen's premium-quality gas engine oils are ideally suited for use in three main applications.

Engen GEO BL-40

Engen GEO BL-40 is designed for use in landfill gas (LFG) and biogas (digester) applications. Featuring low ash content, this oil provides outstanding performance in modern higher BMEP engines, especially those prone to ash sensitivity and detonation, and has demonstrated extended drain capabilities when compared to competitor products.

Engen GEO LL-40

Recommended for use in spark-ignited gas engines burning natural gas, Engen GEO LL-40 has been designed to meet the more stringent requirements of modern engines. Expect outstanding performance, wear protection and extended oil drain capability in the latest generation gas engines, both stoichiometric and lean-burn.

Engen GEO N-40

Engen GEO N-40 has been designed to provide the highest levels of engine protection as well as optimised performance.

"Engen has seen that this source of energy is becoming very popular, and we are proud to say we are ready to provide its unique lubrication oils requirements," says Kennedy.

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**CAPE
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Coega ready to expedite SA infrastructure development

THE Coega Development Corporation (CDC) will further support South African government departments that require support on infrastructure development projects.

Public infrastructure development services to public and private sector clients will continue to feature strongly according to CDC's newly unveiled strategic plan for the next five years. Along with investment promotion to attract foreign and local direct investment South Africa, CDC plans to continue to make a contribution to building South Africa.

"CDC is already managing several public infrastructure construction projects and acts as an implementing agent for several national, regional and local government departments," he said.

"In our current fi-

ancial year, the infrastructure development projects, which included work on schools, hospitals and public roads across South Africa with infrastructure development projects in the Coega IDZ was collectively valued at R4bn."

According to Dr Ayanda Vilakazi, CDC head of Marketing and Communications, the CDC has been working closely with the Department of Health, the Department of Roads and Public Works, and the Department of Education for several years and plans to partner with more South African government departments that require "swift delivery support world-class infrastructure on time and within budget."

The CDC began venturing into infrastructure development, drawing on its organ-

isational expertise in construction, engineering and local procurement that has been advancing private sector clients investing in the Coega IDZ.

The Infrastructure Development (ID) unit enables the CDC to meet its objectives of job creation through providing infrastructure space and solutions for investment promotion.

Vilakazi said the CDC business model and approach to infrastructure development was unique.

"We have a mandatory SMME participation rate of 35% on all our infrastructure development projects and often draw on human resources in local communities, providing skills development and training. We believe this is the responsible way of developing infrastructure," he concludes.

26 possible tenants for Saldanha Bay IDZ

ACCORDING to Dr Rob Davies, Minister of Trade and Industry, eight firms are in the process of confirming and finalising agreements to build facilities at the Saldanha Bay IDZ (SBIDZ,) while a further 18 companies have shown interest in setting up in the IDZ.

Although the names of the 26 companies in all have not been released, they span industries that would support the proposed port expansions, and benefit from proposed tax incentives and duty-free facilities including:

- Fabrication and repair
- Logistics
- Marine and rig building
- Oil and gas contracting and drilling
- Support services
- Wells specialists

Davies goes on to say there is no minimum requirement for companies wishing to build factories in any of the IDZs licensed by the Department of Trade and Industry (DTI.)

"The decision to accept an investor lies with the operating company, under the overall governance of its board of directors," he commented.

The SBIDZ Licensing Company has an operator permit allowing it to manage and develop the zone, and according to Davies, is in the process of converting into a separate Provincial Busi-

ness Public Entity.

The SBIDZ is still in the early stages of development, focussing on the physical infrastructure, but is marked to service the burgeoning oil and gas sector developing around the African continent and cash in on the lucrative, highly specialised rig repair industry. It

has therefore been designated as an oil and gas, marine repair, engineering and logistics services complex.

Transnet National Port Authority is expected to publish tenders to build the port facilities that will play an integral part in the IDZ within the next few months.

COEGA INDUSTRIAL DEVELOPMENT ZONE AND DEEP WATER PORT

OPERATING SA'S FIRST & LEADING INDUSTRIAL DEVELOPMENT ZONE - NELSON MANDELA BAY

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The Coega Development Corporation (CDC) is a state-owned entity formed in 1999 and mandated to develop and operate the Coega Industrial Development Zone (IDZ), located adjacent to the modern deep water port facility, Port of Ngqura, in Nelson Mandela Bay in the Eastern Cape. Coega's vision is to be the leading catalyst for socio-economic growth.

COEGA IDZ INFRASTRUCTURE

41km of roads	184km electrical cable
37km of stormwater	1 138 street lights
40km of sewer with 5 pump stations	83 x MV electrical substations
38km potable water	5 x 132kv
178km service ducts (telecoms)	1 peaking power plant

FAST FACTS

- BIGGEST IDZ IN SA AT 11 500HA
- 14 ZONES BUILT ALONG CLUSTER MODEL
- 6 443HA OF PRIME LETTABLE INDUSTRIAL SPACE
- WITHIN 15 MINUTES OF ROAD, RAIL, AIR & SEA
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2014 ACHIEVEMENTS

- Infrastructure Development, Top Performing Public Service awards, along with its head of marketing and communications, Dr Ayanda Vilakazi, was named the country's 2014/2015 Top Executive of the Year (under forty years).
- Job Creation Award at the 13th Annual Oliver Empowerment Awards
- The CDC made investment history signing 10 clients at an investment value of just over R1.8-billion in the 2013/14 financial year.
- Winner of prestigious 12th Annual National Business Awards (NBA):

- 62 142 JOBS CREATED SINCE INCEPTION IN 1999
- 71 445 PEOPLE TRAINED
- 28 OPERATIONAL INVESTORS
- ACCESS TO 3 PORTS (PE, NGQURA, EAST LONDON)
- HUGE LOGISTICS ZONE CONNECTED SEAMLESSLY WITH PORT
- DIRECT LINKAGE WITH DEEP WATER PORT OF NGQURA
- NEIGHBOURS WITH FASTEST GROWING PORT IN SOUTH AFRICA.

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6 443HA OF PRIME LETTABLE INDUSTRIAL SPACE



- ZONE 1A** Commercial Cluster
- ZONE 1B** Logistics Cluster
- ZONE 2** Automotive Cluster
- ZONE 3** General Industries Cluster
- ZONE 4** Training/Academic Cluster
- ZONE 5** Metallurgical Cluster
- ZONE 6** Ferrous Metals Cluster
- ZONE 7** Chemical Cluster
- ZONE 8** Port Area
- ZONE 9** Materials Handling Cluster
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- ZONE 11** Petrochemical Cluster
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Local steel manufacturer receives global certification

STEEL and steel products manufacturer Scaw Metals Group's Cape Town branch in November received DNV accreditation from international certification body DNV-GL, certifying the company's wire rope slings and attachments in accordance with DNV specification 2.7-1.

DNV-GL is acknowledged as one of the world's leading certification bodies, which offers management systems certification services.

Scaw's achievement, together with the existing DNV approval of Scaw's chain division, reinforces Scaw's position as a supplier of

high-quality products to the global maritime and lifting industries.

Scaw's new DNV accreditation is significant, as the increasing offshore and marine industry along the west, south and east coasts of Africa require lifting slings to be certified by an accredited body before delivery.

Further, the accreditation benefits the company as it now enables the group's clients to buy lifting equipment with the assurance that the equipment complies with the stringent requirements of the DNV specification. Clients also receive a DNV certificate issued by Scaw.

Further complementing this achievement is the DNV approval of Scaw's chain division, as well as the approval of its primary supplier – crane services company Crosby Europe – for components used in the manufacturing process.

"This accomplishment is the perfect platform for us to showcase our products to our industry counterparts. It also gives the organisation a competitive standing alongside global players," notes Scaw Metals Group CEO Markus Hannemann, adding that Scaw management "applauds" the Cape Town branch for its commitment to driving the organisation to



become more efficient.

"The Scaw Cape Town branch set itself a target to achieve this recognition in view of the benefits it could derive in the oil industry."

Hannemann adds that the branch management team embarked on the jour-

ney to achieve this target under the guidance and dedication of its rigging superintendent.

"It required every component of the lifting set to be analysed and tested in accordance with DNV requirements," he says.

Scaw Metals sales

and marketing executive head George Katergarakis concludes: "We are truly impressed with what the branch has achieved, as it sets the tone for the customer's peace of mind through quality assurance and faster delivery turn-around time."

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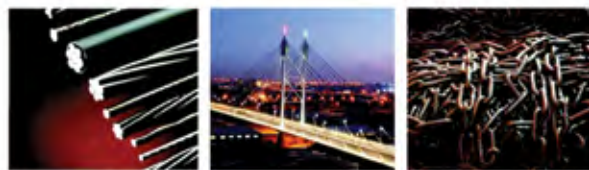
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ENHANCE YOUR SAFETY WITH SCAW'S SAFELOOP WIRE ROPE SLING

SCAW South Africa (Pty) Ltd, previously "haggie", manufactures a wide variety of steel wire rope, grade 80 chain and synthetic slings. Whilst every company strives to provide a safe working environment for its employees, they are often faced with the incidents of minor cuts and bruises which occur with the handling of steel wire rope spliced slings using the aluminium ferrule method.

Most standard slings are manufactured with aluminium ferrules using the turn back method which requires a protrusion length of steel wire rope to signify any movement during operation.

Whilst the protrusion has its use, it also creates a safety hazard (laceration of hand) during operation. The "SAFELOOP" Flemish eye spliced steel wire rope sling eliminates this hazard due to the tapered end of the steel ferrule.

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- No injury to hand during operation.
- No snagging (due to tapered ends of ferrules) when removing sling from under load.
- Could be used in extreme heat conditions due to steel ferrule when using and IWRC steel wire rope.
- Now available with galvanised ferrules.



SafeLoop Flemish eye



Aluminium Turn Back

An actual image of the safety aspect of the Flemish eye sling and the hazardous area of the turn back.



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Satcom Direct introduces TerraCom Direct

SATCOM Direct, is a provider of satellite communications products, training and support services, has expanded its capabilities by launching a new data center solutions provider, TerraCom Direct. "Information security is a huge issue for businesses and individuals. Our new data center is the key to safeguarding connectivity and communications streams, and better securing the missions of our customers. Satcom Direct and TerraCom Direct customers can have enterprise level security for air, land and sea," said Jim Jensen, CEO and Founder of Satcom Direct.

The facility not only hosts and protects clients' critical business technology systems and information, it secures Satcom Direct aviation, maritime and terrestrial-based services. Whether data traffic is generated in the air, on the ground, or on the water, TerraCom Direct is constantly monitoring.

Barloworld Power Rental takes off in the Cape

BUSINESS has been growing steadily since Barloworld Power, Caterpillar's southern African dealer, opened its power rental operation in Cape Town in October 2014 – and it's not all about load shedding.

Barloworld Power Rental is well established in Gauteng, KwaZulu-Natal and Angola. The decision to extend to Cape Town was based on demand from customers wanting reliable, backed up power solutions not only due to load shedding, but also to provide additional capacity in high demand periods in agriculture and tourism in particular.

The business rents and supports a wide range of Cat generator sets as well as industrial lighting solutions from AllightSykes. All generators are housed in sound attenuated, weather proof canopies with the smaller sets mounted on trailers for mobility. Generator sets can be synchronised to provide a range of solutions.

Focal points of the

new Cape Town power rental business in Bellville are naval and marine rentals, the growing oil and gas sector, the film industry, tourism and entertainment, as well as agriculture, says Brendon Hart, rental and used consultant in the fledgling Cape Town business.

Success factor

Hart is responsible for the Eastern Western and Northern Cape as well as Namibia. "We currently have more than 8.5MVA of rental power in operation the western cape alone, 4MVA in Namibia and 2MVA in Eastern Cape."

He adds that while load shedding is causing more businesses to consider back-up power, the secret of the success enjoyed by the power rental business in Cape Town has a lot to do with the reliability of Cat power systems and the support provided by Barloworld Power.

"Our rental fleet in the Cape is very new, which minimises



Barloworld Power generators supplied power to the KDay 2015 music festival at Newlands cricket ground on 28 February.

downtime. We offer a 24/7 backup service to all our customers with an agreed response time of 24 hours," Hart explains.

"The agricultural sector has been proactive in seeking standby power solutions for periods of high workload such as harvesting in the grape industry.

Strong competition

"Barloworld Power Rental has an excellent reputation in the entertainment industry and in December Cat

generators enabled audiences to enjoy the music of the Foo Fighters and A Taste of Sonar headlined by the Pet Shop Boys. More recently we supplied power for the 2015 KDay music festival in Cape Town.

"We have also made pleasing inroads in tourism with the supply of standby rental solutions to accommodation establishments that don't want to be caught short in peak periods."

Hart says the focus of the Cape Town

rental power business is very different from Gauteng. "Gauteng is very mining orientated with a wider range of market opportunities."

"Cape Town has fewer customers and therefore much more competition. The determining factor is what we as a business can bring to the table."

He is also responsible for used generator sales ex-rental stock but says that based on high demand for rental units at present, used equipment is in short supply.

Global best practice

For Hart and the growing power rental team, top quality service is key to sustaining the very high standard set last year when Barloworld Power in Johannesburg became the first Cat Power rental dealer in Africa to be awarded 5-star certification from Caterpillar and only the sixth in the world.

Stephen Hayward, the 6 Sigma Black Belt at Caterpillar Global Rental Power who conducted the audit, described Barloworld Power Rental as "one of most professional rental operations I have reviewed".

"We have to ensure that we follow the same best practice as our Johannesburg operation in order to maintain this very tough certification," says Hart.

"So from day one there have been high expectations of us not only from our customers but also from Barloworld and Caterpillar, and we are working hard to ensure we fulfil them."



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DCD Marine Cape Town attains Lloyds' ISO accreditation



Abdullah Elmie, Health, Safety and Environmental (HSE) manager at DCD Marine Cape Town.

FOR DCD Marine Cape Town, a provider of turnkey ship repair solutions to the maritime and oil and gas sectors and part of the DCD Group, benchmarking its systems against the best in the world has been pivotal to success in the market.

International accreditation has cemented the company's reputation for sound safety and quality compliance, as well as indus-

try-specific skills sets.

The company has worked tirelessly to ensure compliance with the highest industry standards. DCD Marine Cape Town is ISO 9001:2008, ISO 14 001:2005 and ISO 18 001:2007 certified for its quality management and environmental systems, and has recently received the ISO 3834-2:2005 certification for welding. Certification was performed by Lloyd's Register LRQA.

"ISO 3834 is a supplementary certification to ISO 9001," explains Abdullah Elmie, Health, Safety and Environmental (HSE) manager at DCD Marine Cape Town. "We were audited by an independent international welding engineer who scrutinised our welding processes, including our welding management and control systems."

He continues, "Welding is probably the most

mission-critical activity when it comes to ship repair in the oil and gas sector. The different processes involved make it a complex skill, demanding high levels of accuracy and attention to detail."

DCD Marine Cape Town has a strong focus on training, specifically in specialist welding techniques, and has its own MERSETA-accredited in-house welding assessment centre.

"While training and up-skilling are an important part of our strategy, it is equally important for us to be able to benchmark our standards against local and international accreditation bodies that have wide experience in our industry," says Elmie.

"Now, through the ISO 3834 certification, we are able to clearly demonstrate to our local and global shipping clients that our welding processes are fully compliant with an inter-

nationally-recognised certification system."

Safety and quality practices, supported by strong leadership and established systems, are embedded in all processes at DCD Marine Cape Town, according to Elmie. He explains how the company maintains optimum levels of safety and quality.

"We conduct regular reviews of all our processes to ensure that we continually improve the way we operate and provide value to our clients. We continuously measure our own performance to prevent any negative trends from developing. Regular internal and third party audits are also done that ensure we are compliant with the best practices, which have been implemented during development stages."

Given the pivotal importance of welding in ship repair operations, the company ensures that it sets

specific standards that are measurable.

"Each welder is coded for a specific welding procedure, and these codes are assessed by a third party to ensure independence. The same methodology is applied across the board: each and every welder must have a valid code for the particular process that he or she is practicing on site," Elmie says.

"In the highly competitive shipping industry, DCD Marine Cape Town strives for continual improvement in every aspect of the project work we do. By adhering to the strictest international standards, and maintaining a pool of high-level technical skills, we can assure our clients of a world-class service. Our latest ISO accreditation from Lloyd's Register LRQA for welding excellence is one way in which we can achieve that," he concludes.

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Africa's harbours.

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liams, Sales Support - Bearings International. "We pride ourselves on being a market leading company with a customer-focused team that delivers top quality products and excel-

lent service. Because we sell solutions and not just products, our after-sales services does not stop at parts supply. Our highly trained team of experts provides technical support, maintenance, condition monitoring and advice on technically related problems."

"The strategic location of six of our branches within Bearing International's more than 50-strong branch network situated in Richards Bay, Durban, Port Elizabeth, East London (one of our distributors,) Cape Town and Saldanha Bay, enables us to offer quick turnaround support to meet the various product and service requirements of our country's harbours."

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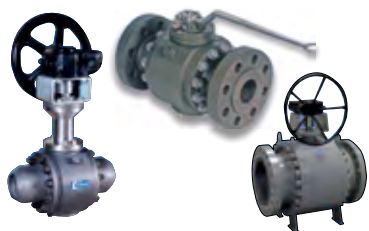
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SafmarineMPV extends its USA to West Africa shipping service southbound



SafmarineMPV transports LNG gas compression tanks destined for one of Nigeria's oil & gas projects.

MULTIPURPOSE shipping line SafmarineMPV – which offers project cargo, break-bulk and container services to West Africa - is expanding its service on the USA-West Africa trade to include Congo and Angola.

According to SafmarineMPV managing director, Jorg Knuttel, "Extending the USA-WAF service southbound has always been part of SafmarineMPV's strategy. The first step was to move key staff and responsibilities from Antwerp to Houston to strengthen the US organisation. This we did in August 2013. The next step was to strengthen our footprint in the West African trade. This we've achieved with today's announcement of the southbound extension of our USA – West Africa service." The new SafmarineMPV USA-WAF service will include regular ports of call in Houston, Tin Can/Lagos, Onne, Pointe Noire and Luanda/Sonils, with the option for ad-hoc inducement calls to handle special project cargoes in other West African ports.

According to SafmarineMPV Commercial Director for the USA-WAF service, Randy Jameson, "Our expansion into the southern range of western Africa is in response to the growing needs of our customer base that require faster transit times and direct sailings to the key ports in the region.

"We've discussed this service extension with a

number of key customers active across various end-markets and their response and initial cargo support has been very positive."

The new service will commence with Safmarine Linyati 15002, departing Houston on March 26 and will offer a monthly frequency.

CAPE Town-based Veecraft Marine is set to become the first vessel construction and maritime engineering solutions company in South Africa to introduce hybrid-propulsion technology in locally-built commercial craft.

Hybrid power technology has come a long way since the development of steam turbine-electric propulsion systems a few decades ago.

Veecraft Marine - a member of the Nautic Group - is pioneering the development of hybrid-propulsion technology in the South African maritime market and expects this technology to become increasingly popular in the years to come because of the significant emission and fuel reduction benefits associated with hybrid propulsion systems.

According to Vee-

craft Marine's Andre van Niekerk, "Hybrid propulsion technology in the maritime industry can be compared to that used in the automotive industry."

"Similar to the auto industry, today's electric motors and batteries for the maritime industry are small, highly efficient and capable of generating the power required by small commercial passenger vessels such as ferries and tourism boats."

"Hybrid propulsion is also suitable for patrol vessels used by the oil and gas industry, which requires vessels to be fuel efficient when maintaining low and sustained speeds for patrol operations, but equally capable of reaching high speeds when, for example, the vessel is needed to intercept an intruder."

"The flexibility of hybrid propulsion

A first in environmentally-conscious vessel technology



The design of the hull assists hybrid propulsion.

makes it possible to achieve both speed and fuel efficiency because the technology allows the vessel to go from electrical power to a combination of electrical and diesel

power when additional speed or power is required."

Van Niekerk expects hybrid propulsion to become increasingly popular in the years to come, especially

amongst environmentally-conscious vessel owners and operators determined to reduce fuel costs and CO₂ emissions, all while maintaining speed and performance.



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Providing solid support for the oil and gas industry to weather oil price 'storm'

AS one of the leading contributors to the economy of Namibia, ship repair company Elgin Brown & Hamer (EBH) Namibia, is fully cognisant of the impact that the sustained low oil price could have - not only on the downstream oil and gas sector in which it operates - but on the Namibian economy as a whole.

The company has positioned itself as a strong contender in the international ship repair market, servicing a number of offshore support vessels operating off the west coast of Africa. A large portion (80%) of EBH Namibia's core market operates in Angola, the second largest oil producing country in Africa.

"The impact that the burgeoning West African offshore oil and gas industry has had on Namibia, and specifically Walvis Bay, has been significant. Between Africa's top two oil producing countries Nigeria and Angola, placed 13th and 15th as global oil producers respectively, there are currently in the region of 322 offshore support vessels and 68 oil rigs. On average for each oil rig operating, up to six support vessels are required," notes Hannes Uys, CEO of EBH Namibia.

"As a result of the oil price drop, from over US\$100 (on average for the past four years) in the middle of last year, to below US\$60 currently, we have seen a reduction in the utilisation rates of rigs and OSV's of 11% and 8% respectively," Uys advises.



"It is important at this point to ask the question: just how badly will the sustained low oil price affect the Namibian economy and the ship repair industry? Some might argue that the drop in the oil price, for a country that does not produce or export oil, is a good thing - and certainly both private individuals and large energy-producing industries can only benefit from a lower fuel bill as a result of the low oil barrel price," says Uys.

"However, for Namibia and its ship repair industry, there are very real risks in the wake of the current economic crisis, which oil producing countries find themselves in, as a result of the sustained low price of crude oil. The questions remain, how serious are these risks, and how do we, as a country and an industry, safeguard ourselves against them?"

In order to cope with what looks set to be a tough two years, oil majors are taking remedial actions to counter the effects of a loss of revenue, including

worldwide retrenchments, cost-cutting (in capital and operational expenditure) and putting projects which are not in the final phase on hold, if not terminating them.

"No-one linked in any way to the oil industry is immune to the impacts: if you 'close the tap' at the top (that is, the major oil producing companies,) not only ship repairers, but every single player downstream in the channel will feel the effects," comments Uys.

As the leading shipyard in Namibia, EBH Namibia's estimated downstream impact on the economy, since inception in 2006 to date is in the region of N\$5bn. With 845 employees, it is estimated, too, the downstream effect to be at a multiple of eight, resulting in a total of direct and indirect employment of 6,760 Namibians. In addition, the company procures annually an estimated N\$400m in service and materials (representing a local vs. international split of 9/1.)

In order to ensure that it is armed with the

very high-performance skills set required to deliver a world-class service in ship repair along the west coast, EBH Namibia has invested an estimated N\$6m annually in the training and development of its people.

"It is for these reasons, and the fact that EBH Namibia has an average of 130 docking-related projects over a calendar year, that as a company, we have to ensure that we carefully apply our minds, so that extraordinary thoughts lead to extraordinary actions, which in turn lead to extraordinary results."

Uys urges those in the ship repair industry - whether they are feeling the effects of a low oil price or not - not to be complacent, and to join forces against a common threat.

"We need to entrench, on a wider scale, a culture of high-performance and discipline, and in order to do this, we have to become more efficient, even aggressively so," he maintains.

Uys calls for a unified stance, urging all

Namibians, in all sectors of industry, to immediately adopt a proactive stance and embrace a culture of high performance.

Many predictions in the industry are stating that the oil price will most likely stabilise towards the end of 2016.

"This is undoubtedly a crisis period. It is imperative that our affected clients, including the offshore supply vessel (OSV) owners, feel that the industry is being backed by our government and other industry stakeholders, and that we are seen to be taking serious, urgent and significant steps to accommodate them over this 24 month period."

For our part, EBH Namibia as a company is resolved to intensify our energies in achieving even higher efficiencies, enhanced flexibility and cost reductions as part of our strategy to weather this storm, while committing to the ongoing high-quality servicing of our clients' fleets, for which we have become known," Uys concludes.



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Emerson introduces new oil and gas multi-variable transmitter



The Rosemount 4088 MultiVariable Transmitter.

EMERSON Process Management has launched the Rosemount 4088 MultiVariable Transmitter. The device is a new platform for Emerson in upstream and midstream oil and gas applications, providing differential pressure, static pressure, and temperature measurement from a single transmitter. The advanced Rosemount 4088 extended range capability captures flow rate spikes above the upper range limit of the transmitter to account for flow that would have traditionally been missed.

"We designed the Rosemount 4088 to make a real difference in the way our customers operate their wells and manage oil and gas production," said Scott Nelson, Vice President and General Manager of Rosemount Pressure Products at Emerson Process Management. "Achieving a high level of measurement accuracy and output efficiency over the life of a well is a huge undertaking, and the Rosemount 4088 MultiVariable Transmitter will help companies meet their objectives."

According to Emerson, the Rosemount 4088 transmitter's extended range capability delivers superior measurement performance for plunger lift measurement applications over the life of oil and gas wells. Its new sensor technology mea-

sures flow rate spikes while still achieving excellent performance over the typical operating range. By accurately measuring flow that is commonly missed, this extended range capability guarantees the accurate accounting of oil and gas production, potentially saving companies thousands of dollars a year.

As wells mature and process conditions change, maintaining accurate measurement instrumentation is critical to well stakeholders and leaseholders. The Rosemount 4088 MultiVariable transmitter offers stable performance over the life of the well, ensuring consistent production and minimizing service and equipment costs.

"The Rosemount 4088 provides a reliable and stable signal transmitted through Modbus, BSAP, or MVS, resulting in excellent data accuracy and more effective management of changing well conditions."

The Rosemount 4088 is typically integrated into a larger oil and gas production network by transmitting data to flow computers and RTUs. The device is designed to easily integrate with Emerson's flow computer products, such as the ROC, FloBoss, and ControlWave, but it can be used with any new or existing flow computer or RTU network that accepts Modbus input.

Bearings International supplies SA harbours

Continued from P20

and maintenance."

Bearings International's extensive range of products that are utilised on various cargo-handling equipment such as ship-to-shore and shore-to-ship cranes, belt conveyors, straddle carriers, reach stackers, empty handlers, forklifts, etc., include Bearings, (various premium brands including, FAG, INA, Cooper Split, Link-Belt, Dodge etc.); transmission and

conveyor chains; gearboxes (Bauer, Dodge, Motodrive); motors (Bauer); a large variety of couplings; seals; vee-belts, pulleys and sprockets, as well as lubricants and adhesives. Williams adds that many of these products are also used outside of South Africa, including the Port of Walvis Bay, which he says is supplied from Bearings International's Namibian branch in Swakopmund.

Liquid-tight technology for subsea vehicles

ELQUIP Solutions says its made a name for itself as a provider of electrical components, tooling and machinery for a wide range of industries. In a bid to source the right product for a specific industrial requirement, this Gauteng-based company has introduced a high-end, comprehensive range of flexible conduit systems and components from UK manufacturer Flexicon to the local market.

According to the company these conduit systems provide superior cabling protection, particularly in high-demand, hazardous environments such as in the rail or mining industries. Further demonstrating its versatility, Flexicon's liquid-tight conduit system has been used to protect the power supply to subsea remotely-operated vehicles (ROVs) in the oil and gas indus-

try in Brazil, China and Australia.

The 63mm LTP conduit and special engineered fittings are used to protect the slipping connections inside the winch. This provides 3.3KV feeds to the power transmission system, which connects the subsea ROV to the surface, according to Mike Cronin, Managing Director of Elquip Solutions.

"In addition to the power cables, fibre optic elements are included in the single cable connection system called an 'umbilical'. The tail from the slip ring is a loose bundle of copper and fibre optic cables, which terminates in a junction box on the winch. This bundle needs protecting from sea spray and harsh offshore environments to maximise its service life and provide trouble-free operation," says Cronin.

In the subsea envi-

ronment it is essential that power is maintained for data to the ROV, because when the ROV is not working, it means the entire rig is down and not drilling. Providing ongoing protection for the slip ring from the environment is therefore vital.

"Flexicon is specified in these situations because the liquid-tight LTP conduit has an exceptional bend radius that is necessary to fit inside the winch. It is also a proven system that can withstand an incredibly harsh environment and Flexicon engineers are able to provide special connectors to ensure an IP68 rating with different input and output sizes," says Cronin.

"Flexicon conduits are known for their robustness in the harshest environments."

Additional protection such as EMC shielding, high-impact or crush-



Total Marine winch for ROV.

resistance, corrosion and oil-resistance are also performance benefits, dependent on the conduit selected.

As specialists in this field, Flexicon has developed two broad product ranges, metallic and non-metallic, available from 10mm to 106mm in diameter. The company also has a wide range of patented fittings and connectors, locking and non-locking, designed for ease of use and adaptable

for any application.

"Elquip has had a long and proud association with Flexicon – it is a highly innovative company that has developed a large range of products to suit every conceivable application. We are particularly excited about Flexicon's range of conduits which have been specially designed for the demands of specific industrial applications worldwide," Cronin concludes.

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Oil and Gas explorers should rethink their CAPEX on exploration in Africa

ACCORDING to PwC's 'Fit for \$50 oil in Africa' analysis, Africa has seen substantial successes in the exploration for hydrocarbons over the last decade.

Oil and gas explorers must rethink their capital expenditure on exploration activity across the African continent in the wake of the significant drop in the global oil price, according to an analysis on the oil and gas industry in Africa released by PwC today. "Oil and gas explorers will be re-looking at their budgets and deciding where to allocate their limited capital spend given the substantial decline in the oil price. Overall, low oil prices could have an impact on production undermining certain players in the market," warns Chris Bredenhann, PwC Africa Oil and Gas Advisory Leader.

The WTI price for crude oil recently plunged below US\$49 per barrel, following wide-scale reports of oversupply in the US. Current reserves are reported in the press to

be at their highest level in the past 80 years.

According to PwC's 'Fit for \$50 oil in Africa' analysis, Africa has seen substantial successes in the exploration for hydrocarbons over the last decade including the entry of new country players with East Africa, joining the ranks of their West African neighbours. In 2013 alone, six of the top 10 global discoveries by size were made in Africa – including some of the largest discoveries in the last decade in East Africa. The key to surviving the ups and downs of the cyclical oil and gas market is to learn how to adapt quickly – be more agile. "Oil and gas companies now need to plan for the upturn that is sure to follow to ensure that the potential boom does not go bust," adds Bredenhann.

The drop in oil prices is expected to have a significant impact on Africa, which has been grappling with the effects of long-term poverty, food shortages, HIV/AIDS, and more recently the outbreak of the Ebola virus in



Chris Bredenhann, PwC Africa Oil and Gas Advisory Leader.

West Africa.

The challenges facing oil and Gas companies in Africa continue to be diverse and numerous fuelled by regulatory uncertainty, fraud and corruption, poor infrastructure, and a lack of skilled resources, among others. Furthermore, Africa has one of the highest average finding costs in the world at a massive US\$35.01 per bar-

rel in 2009 surpassed only by the US offshore fields, which came in at US\$41.51 per barrel, according to the US Energy Information Administration.

Africa also holds a number of technically challenging hydrocarbon prospects. Examples include deepwater sub-salt exploration activity in West Africa, waxy oil in Uganda as well as offshore

exploration leases in South Africa.

Bredenhann says, "While oilfield service companies will venture to cut back on spending, they will also be under extreme pressure by the oil companies to drop their prices."

According to the analysis, the following oil and gas players in the market are expected to be most likely at risk from the drop in the oil price: frontier areas, host governments, major gas projects and oilfield service companies.

Frontier areas around the world are expected to suffer from delayed development in the near-term. These include technically difficult projects that require more spend than conventional production such as deepwater, sub-salt, shale gas and enhanced oil recovery ventures. Countries that may see frontier project delays include offshore South Africa, sub-salt Congo and Angola, offshore Tanzania and shale gas in South Africa. Shale gas, in particular, could move forward if the gas price were not 100% fully-indexed to oil. It should be noted that oil companies do not make their investment decisions based on short-term, cyclical price changes but rather on wider price trends given the long-

term nature of these investments.

Major African gas projects are also expected to be under increased scrutiny, as oil-linked LNG prices have dropped significantly. "While we don't envision that the major LNG projects in Mozambique and Tanzania will be cancelled outright, costs are a major concern for investors," Bredenhann says.

At this time, governments would do well to place regulatory, legislative and fiscal policies in order so that they are seen as attractive regimes when the price recovers.

Oilfield service companies will be hit hard globally, but Africa may be an especially vulnerable portion of their portfolios, states the analysis. Africa could pose further challenges due to difficult logistics and the lack of infrastructure. Overall exploration costs have already decreased significantly due to cost pressures, in particular seismic surveying and drilling. This is expected to lead to idle rigs as well as delayed and potentially cancelled projects.

However, not all is doom and gloom. There are still numerous opportunities to invest in the industry within Africa. The greatest opportunity seems to lie within

onshore exploration. There are still risks, but onshore exploration is also significantly cheaper. Tullow Oil has certainly taken note of this opportunity as it has announced that it plans to drill six basin openers in onshore Kenya during 2015.

Aside from exploration, some players are moving ahead with development programmes, even though they have no plans to expand with exploration drilling. "We also see that there could be significant potential for firms that are strong in R&D," adds Bredenhann. Lastly, there is opportunity for new players with strong balance sheets to enter the African market, potentially at a low cost.

A number of issues must, therefore, be addressed. This can be done by starting with an organisational stress test including strategic, financial, operational and commercial elements. In situations of low commodity prices, many companies respond with knee-jerk cost reduction programmes. This could be more effective if they took the time to understand what specific costs are, how they compare to peers and what reductions are truly possible. Cost reduction programmes need to be targeted and realistic," concludes Bredenhann.

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Yokogawa wins control system order for PETRONAS's second floating LNG facility

YOKOGAWA Electric Corporation announces that its affiliate, Yokogawa Control (Malaysia,) has received an order from a consortium comprising JGC Corporation (Japan) and Samsung Heavy Industries (South Korea) that will supply control systems and safety instrumented systems for PETRONAS's second floating liquefied natural gas (FLNG) facility, PFLNG2.

Under the terms of the contract, Yokogawa Control (Malaysia) will deliver an integrated control and safety system (ICSS) for the monitoring and control of the liquefaction facilities and storage tanks on PFLNG2. The ICSS will consist of a Yokogawa CENTUM VP integrated production control system, a ProSafe-RS safety instrumented system, a

Plant Resource Manager (PRM) package, a plant information management system, and other components. Yokogawa Control will also be responsible for engineering, and the support of installation, commissioning and training.

The PFLNG2 facility will be moored offshore of Sabah, Malaysia, and is designed to produce 1.5 million tons of LNG a year, with production scheduled to start in early 2018.

An FLNG facility is a new type of LNG plant that performs all operations at sea, starting with the routing of natural gas from offshore gas fields and including the refining, liquefaction, storage, and transfer of this resource onto LNG carriers. FLNG is attractive because the technology does

not require the acquisition of land or laying of pipelines, making it suitable for small to medium-sized offshore gas fields that are deemed economically unfeasible to develop.

Since its establishment in Malaysia in 1989, Yokogawa Control (Malaysia) has developed a solid global track record and extensive know-how of LNG processing plants, LNG carriers, FPSO vessels, and other types of offshore facilities. It has delivered numerous control systems to PETRONAS production facilities.

In 2013, Yokogawa set up an organization that is dedicated to the growing marine resource business, as part of its efforts to expand its control business in this sector and offer the latest technology solutions to its customers.

Linde Material Handling and Balyo to jointly develop robotic solutions



Chief Sales Officer Christophe Lautray, representing Linde Material Handling (left,) and Chief Executive Officer Fabien Bardinnet, representing robotics specialist Balyo.

LINDE Material Handling (MH) and robotics specialist Balyo have agreed to enter into a strategic partnership. With this cooperation, Linde MH seeks to intensify its activities in the field of robotic industrial trucks, while Balyo aims to achieve a significant market penetration for its innovative technological solutions. The two companies are planning to collaborate in development, manufacture and sales under the umbrella of "Linde robotics," which is expected to extend Linde MH's solution expertise in this field.

The demand for automated industrial trucks is growing steadily. In particular, operators of warehouse trucks want to standardise their in-house material flow by deploying semi- or fully-automatic solutions, which will enable them to use their equipment flexibly regardless of work time specifications, as well as to prevent incorrect operation and accident risks, and reduce personnel costs too.

"Our aim is to extend our range of automation solutions to offer our customers solutions having different levels of complexity. With Balyo we were able to persuade the technology leader in robotics for materials handling equipment to cooperate exclusively with us so that we can now com-

bine the best of both worlds," said Christophe Lautray, Chief Sales Officer at Linde MH, who is convinced that the envisaged close cooperation will be successful. "Our plan is to integrate Balyo's innovative technology into most of our products step by step, whilst utilising synergies in production and sales at the same time. At the LogiMAT trade show, we will be presenting the first jointly developed products, with more to follow soon."

"Linde MH is the European market leader in industrial trucks and comprises great product knowledge and a very densely knit consulting and service network. For us, they are the ideal partner to create the most advanced robots to serve best our common customers," says Fabien Bardinnet, CEO of Balyo, explaining the decision to start this joint development with the industrial truck manufacturer. "At Balyo, we produce a unique driving system for materials handling, together with Linde MH we will offer disruptive solutions to help our customers to optimize their in-house material flows and achieve major cost savings."

Based on standard Linde trucks, robots driven by Balyo technology do not require any navigation infrastructure such as laser

reflectors, tracks or magnets. Rather, they use an embedded autonomous laser-assisted technology, which relies on structural features such as walls, racks or columns. This exclusive technology allows a fast and easy installation process. First, the warehouse is charted and the data is converted into a two-dimensional map. Next the order of the routes through the warehouse and the missions assigned to the robots are defined. Equipped with laser, processor unit and digitised map, the vehicle locates itself in real time.

Changes in the warehouse, missions or routes can be implemented at any time very simply. A comprehensive software suite ensures a full integration in the warehouse environment, including connection of the robots to WMS and ERP and a simple control of the robots for the warehouse operators via an intuitive user interface.

The new robot family comes with a very advanced security solution allowing an easy cooperation with the operators and an automatic restart of the truck after a previously detected obstacle has been removed and the route is clear again. Contrary to other solutions, the robots analyse in 3D its environment and can restart autonomously.

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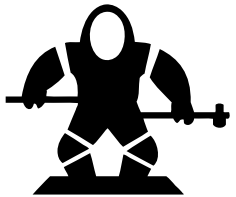
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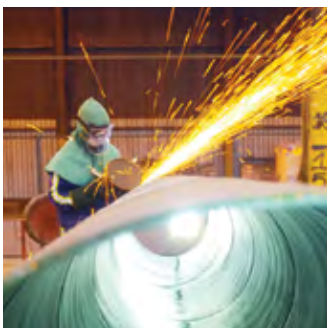
How data and insights enable the 'Digitally Smart' water utility

By George Hunt, Global Consulting Partner for Water, WCS, Wipro Limited and Shailendra Singh, Country Head, South Africa, Wipro Limited



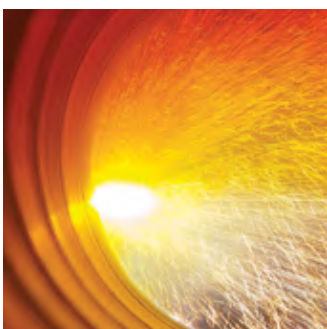
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WATER utilities across the world more than often tackle a similar set of challenges relating to service resilience, customer service, regulation, compliance and operational excellence. South Africa is no different and experiences some of these challenges more acutely than other countries. Fortunately, technology is available that can assist to resolved these challenges and improve operations significantly and importantly, service delivery.

When focusing on the African water sector - investments in this emerging market is booming, and as economies across the continent experience rapid growth, demand is outstripping the ability to supply. The delicate balance between supply and demand is progressively being felt in many countries, including South Africa, where limited water resources combined with massive growth in demand and an increasingly urbanised population is putting pressure on water and wastewater infrastructure.

The outcome of this has been a growing number of interruptions to water supply as much-needed upgrades to the existing water utilities infrastructure are delivered. In addition, rising cost of opera-

tions and increased consumer demand have created a highly challenging environment for water utility providers. Addressing these challenges requires a much smarter approach to using data and sophisticated analytics technologies to deliver greater insight, improved performance and enhanced efficiency - all of which are essential for aligning supply and demand.

Improving operational efficiency is one of the most crucial aspects to ensuring effective water utility service delivery, as this represents a significant cost. Predictive analytics and intelligent IT solutions can now assist utility providers to reduce costs by enabling them to forecast demand, or by understanding asset condition and criticality in a manner that would enable them to address potential supply or service interruptions before they become crisis. Accurate assessment of asset risk also allows for proactive or predictive maintenance of the infrastructure, which in turn reduces the need for emergency works, and thereby reduce the spending on contracted and hired services.

Another important aspect to improving service delivery is ensuring environmental-ly sustainable opera-

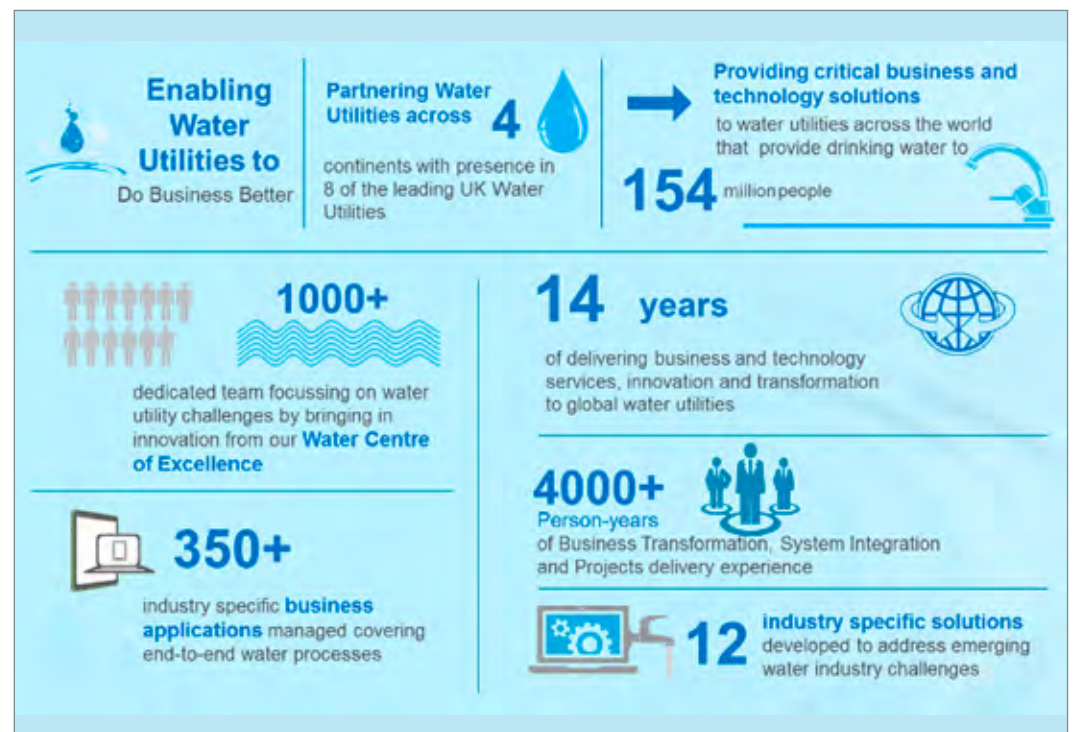
tions and reducing the environmental impact of adverse incidents, if any. This is essential not only from a corporate responsibility perspective, but also for ensuring improved customer service. Water leakage is one of the key areas that needs to be addressed, as it impacts both carbon footprint and efficiency. Using analytics solutions, subtle changes such as water pressure reduction can be monitored over time, which can help alert providers about potential water leaks. This enables them to be repaired far more quickly, improving customer service and reducing water wastage. Other common environmental considerations are the quality of water, pollution events and so on.

Leveraging the power of smarter analytical capabilities has enabled water utility providers to make more accurate, fact-based decisions, which in turn has enabled improved performance, better customer service and enhanced operational efficiency. Some of the areas that can be addressed using accurate data and insight include identifying water main burst events, interruptions to supply, low pressure and the time taken to address these issues. In addition, service re-

quests and calls for the same incident can be more effectively grouped for greater efficiency. Proactive handling of leaks can prevent water loss, and faster response times to abnormal weather events such as flooding and water main bursts can reduce wastage and improve service. These insights can then be used to improve services and reduce time to address issues.

In addition, to effectively addressing such problems and challenges, predictive analytics solutions also enable real-time data analysis, which can be used to deliver accurate demand forecasting. This assists water utilities to optimise resource allocation, leverage deeper insight for planning processes, and predict future growth.

Growing populations as well as scarce water resources place additional pressure on infrastructure, and improving performance requires this infrastructure to be utilised optimally in order to ensure service delivery. Harnessing the power of data, analytics and technology can assist water utility providers to improve customer service, operational efficiency and environmental impact, while enabling more effective delivery of services.



Local and global exhibitors stream into Watertec Africa

AFRICA's omnipresent water crisis creates ongoing business opportunities for the water technology industry, particularly in Sub-Saharan Africa.

"The problem is not a lack of rain, but a lack of rain management – poorly exploited catchment areas, not enough storage dams and insufficient investment in water infrastructure by regional governments," says John Thomson of Exhibition Management Services, organisers of the Watertec Africa Expo. "Watertec Africa is the perfect platform for the global water industry and stakeholders to explore solutions and opportunities in the African water sector."

Watertec is a leading African industrial trade exhibition of equipment and services across the entire water industry spectrum. It's a hugely popular component of The SA Industry and Technology Fair (INDUTECH), a composite of 12 industrial shows targeting the manufacturing, engineering, water, petrochemical, plastics, energy efficiency, waste and recycling sectors. Watertec Africa takes place at Gallagher Convention Centre in Midrand, from the 20-22 May 2015.

Urban Africa needs water

"Africa is the fastest urbanising continent on the planet; demand for water and sanitation is quickly outstripping its provision, due to backlogs in water infrastructure investment," continues Thomson.

"The Watertec Africa expo is an excellent springboard into Africa for water industry players to explore new markets, customers and business opportunities, like the Grand Renaissance Dam project in North Africa."

African water projects

The US\$4.7bn Grand Renaissance Dam is expected to be completed in 2017 and will supply water to Ethiopia, Egypt and Sudan. Future annual spending on water supply and sanitation in Africa is estimated at US\$21.9bn, compared with current levels of US\$7.6bn.

"There are many other major projects in Africa that need new products and technologies," adds Thomson. "The Water Project helps provide water to communities in Africa by digging wells for hand-lifted water, and drilling boreholes for deep groundwater."

"Some water tables in Kenya are over 900 feet down, requiring very large borehole drilling rigs and motorised pumps to extract water. These installations can cost over US\$30,000 and include diesel generators, large electric pumps, piping and storage tanks. Where do

find suppliers for this equipment? Watertec Africa, of course!"

Indian supplier explores African markets

First time Watertec Africa exhibitor Lubi Pumps is an Indian manufacturer of more

than 4,500 varieties of water pumps and motors, including submersible pumps, bare shaft pumps, end-suction pumps and pressure booster pumps. It is a market leader in more than 80 countries.

"We decided to ex-

Continued on P32



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Woolworths takes employees along on its drive towards sustainability

WOOLWORTHS is on a mission to cut back on its use of scarce resources, and is encouraging others to do the same – so much so, that some of its staff have gone as far as implementing what they learn at work, at home, impacting not only their household's bottom-line but saving water along the way.

With National Water Week taking place last month, Woolworths Good Business Journey (GBJ) ambassador, Byron Green, who monitors the water consumption at the retailer's Palmyra Junction store in Claremont, Cape Town, is a leading example of how to make water-saving work at home.

The Palmyra Junction store was built from the ground up using state-of-the-art technology to implement a number of efficiency tools that would

serve as an example to customers of the successes – and savings – business can achieve through sustainability.

Green says through his work he has learnt to value “every bit of water, in every environment.”

The impact of his efforts have yielded significant results for his household – something Green is able to track year-on-year, after he started capturing data on his household consumption against savings made.

“From January 2014 to this January we managed to save R119.36 – or 86% – on our monthly bill and in the process saved 24 kilolitres of water, almost half of our previous water consumption,” Green said.

“The exposure to the saving culture at Woolworths has had a positive impact on my

habits at home. I am now more conscious of my household's water consumption, and I undertake water-saving initiatives on a daily basis.

“It is important for people to realise that of all the water in the world, only 3% is fresh water, and 2.5% of that is found in the ice glaciers. We need to value every bit of water on a daily basis, and it is our attitude that will determine if water will be easily available for future generations.”

How the Greens do it

- Watering the garden before sunrise or after sunset so that the water does not evaporate
- Giving the car a regular wipe-down with a dry micro-fiber cloth so it

Continued on P30

SA pump company completes Middle East contracts



Pontoons on tailings dam at Sungun Mine.

APE PUMPS has completed two orders placed by Iran's Sungun copper mine, one for a train of eight pumps to operate as a very large multistage machine transferring slurry to the tailings dam, the second for four pontoon-mounted axial flow pumps to recycle dam water.

The two orders are together worth some AED23m (US\$6,4m)

to Wadeville-based APE Pumps.

John Montgomery, the engineer behind the design of the twelve machines covered by the two orders, said when commenting on the order that South African engineering companies are stepping in to fill part of the void left by European firms reluctant to enter into contracts with Iran.

“We have this year received an order for a large mixer pump related to the Iranian oil industry, and we are tendering on several other contracts in that country,” he said.

APE's multistage pump train for Sungun Mine comprises eight high pressure (70 bar) slurry pumps fitted with modified impellers to improve efficiency and performance, and delivering a capacity of 1,000m³/h to manage slurry transfer in the recently expanded mine. These pumps were installed mid 2014 to complement two similar slurry pump trains, one operational and one on standby, manufactured by a competitor and installed in the original concentrator plant.

Iran's open pit Sungun copper mine is located at high altitude (2,390m) in the Qarabagh Mountains of East Azerbaijan province, northwest of Ahar city, yielding ore with a grade of 0,07%. Annual ore production of approximately 14 million tons is deposited in a large tailings dam after copper extraction.

Iran's scant average annual rainfall of 230mm dictates that the mine recycles its tailings dam water for reuse in the extraction process, and it is for recycled water transfer that the pontoon pumps were ordered. Sungun Mine has a recycled water target of 85%.

The pontoons were assembled and fitted with APE's vertical turbine pumps in a small excavation immediately adjacent to the tailings dam. When assembly was complete, the wall of the excavation was broken through to the dam, allowing the

pontoons to float free.

Each equipped with two standard 18-inch APE vertical turbine pumps driven by 600kW Weg motors, the two pontoons are fitted with weather-proof housings as well as de-icing agitation pumps as protective measures against the very cold winters of East Azerbaijan.

Winches are used to anchor them to various points around the dam.

Commissioning is scheduled for later this year.

APE Pumps designs and manufactures pumps and auxiliary equipment, offering supply and project management as a turnkey service throughout central and southern Africa, and with a strong link to water projects in the Middle East.

Founded some 60 years ago, the company is today a subsidiary of Indian multinational WPIL, and in mid-2012 became the umbrella company into which project specialists PSV Services was folded together with Mather+Platt, after WPIL acquired all three companies.

Main product lines include vertical turbine pumps, multi-stage high-pressure pumps, split-casing pumps, end suction pumps and vertical sump pumps.

APE Pumps' vertical turbine pump family can be designed for any type of drive, and can be used in most industrial and agricultural applications. Materials and assembly may be selected from a number of standard options. Benefits of the vertical turbine design include lower cost civil works, easy installation, excellent efficiencies, no NPSH problems, space savings and low maintenance costs.

APE pumps - the pumps at the heart of Africa

PUMPS | SERVICES | PROJECTS



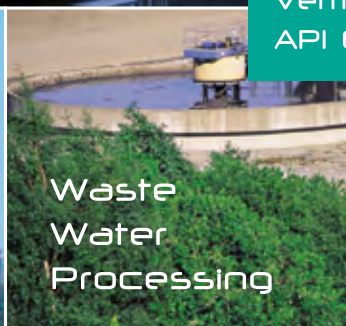
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Energy management by John Thompson

JOHN Thompson is the Power division of ACTOM (Pty) Ltd with 80 years' experience in the South African industry. Having designed, manufactured, installed, operated and maintained industrial boiler plant in South Africa during this time, and with an installed base of over 4,000 boilers, it is in the unique position to also look after its customers' total energy requirements.

Energy management

The company's Energy Management department was formed to embrace the current worldwide trend of customers' outsourcing their non-core business. This demonstrates its commitment to delivering not only world competitive products, but also a commitment to world class service.

The primary focus of this department is Energy Management (EM.) This is a long-term agreement, whereby John Thompson takes the responsibility for supplying energy to the customers' process reliably, safely and efficiently.

EM is not a prescriptive solution, technically or commercially. John Thompson, together with its customer, tailor each and every agreement to satisfy individual customer needs. The reasons for this are simple as each plant has its own operating parameters and key performance indicators. EM is therefore a partnership solution offering transfer of risk by outsourcing the supply of equipment and services to the specialist, John Thompson.

The cost effectiveness with which the primary fuel is converted into useful energy is the essence of the service the company is offering and is one of the main sources of containing the cost of generation. High thermal efficiencies are the result of its skilled supervision and management of trained resources combined with a thorough understanding of equipment design.

John Thompson believes therefore that the engineering back-up that you receive with an EM contract is extremely valuable as it will improve the effectiveness and profitability of your business. As a partner in your business the company would understand and optimise your steam and other energy requirements and the impact they have on your core business needs.

Operating staff

As efficient operating staff are essential

for a successful business, all John Thompson's staff are trained at their modern training centre which has fully operational coal-fired and oil-fired boilers. It is also prepared to discuss the employment status of your existing operating staff in order to manage any risk of labour unrest as a result

of outsourcing.

Outsourcing

Outsourcing is a business decision and as such must be considered very carefully. Some reasons for deciding to outsource the supply and operation of energy plant and associated equipment include:

- Transfer of operating risk
- Delegation of responsibility in terms of the OHS Act 85 of 1993
- Fixing operating costs to allow accurate budgeting
- Freeing-up management time for

other value adding activities

- Lower working capital costs
- Improved operating efficiency

Commercial

John Thompson, within its EM contract, is responsible for compliance

with current legal requirements with regard to operation and maintenance of the plant, the condition of which is monitored by us and regular reports are submitted to your management. It is able to finance capital upgrade and/or new plant through a contract of this type. This allows customers

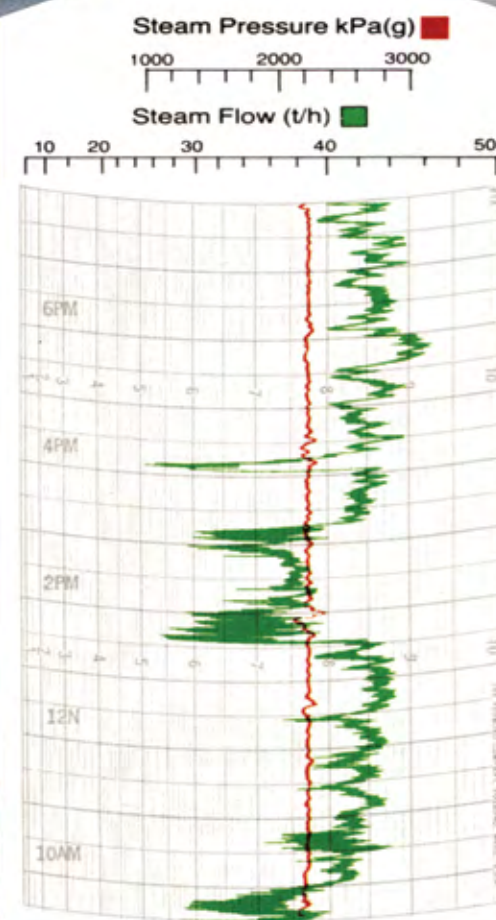
the flexibility to allocate their capital to other value adding plant.

By entering into an Energy Management contract, the customer will be totally relieved of the responsibility, for example, of the generation of steam and the operating and maintenance

Continued on p42



Energy Management



JOHN THOMPSON a division of ACTOM (Pty) Ltd

In addition to the design and manufacture of industrial boilers and associated plant, John Thompson also operates and manages energy plant for customers in a variety of industries.



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Energy efficiency boosted by three-pass heater



The new heater plant impresses with modern three-pass technology, boasting only a very small footprint despite the same high power output.

MARL Chemical Park, covering an area of some 650 hectares, is Germany's third largest chemicals site. In addition to various companies belonging to the Degussa group, it is also home to several other firms, including the Sasol Marlotherm plant. At the heart of this plant is a recently modernised heater.

When it comes to fluids for heat transfer technology, Marl can look back on a long pioneering tradition. The Marlotherm brand is synonymous with a whole series of heat transfer media for a variety of applications. Originally named Chemische Werke Hüls, the firm subsequently operated as Condea and is

today a member of the South African Sasol group. The Marlotherm production plant, with the heater at its heart, has survived into the present. The production process has been modernised during the last few years, enabling the plant's energy demand to be significantly reduced. In addition, the former production facility for basic chemicals used in detergents has been evacuated, so that when the time came to replace the boilers, which were meanwhile getting on in years, the entire heating power could be provided by a single HTT heater.

The single-pass design is characteristic of the boiler type that

was always installed in the past. The super-imposed stages of this apparatus also earned it the name "rocket." A burner mounted on the underside transferred most of its power by means of thermal radiation to the coiled tube fitted directly onto the flue gas jacket. Above it were registers to enable the energy contained in the flue gas to be used convectively as well as a combustion air preheater to increase the combustion efficiency.

The three-pass design recently became established as one of the state of the art in heater technology. The heat transfer medium flows through two concentric coiled tubes connected in series; the flue gases are guided by means of defined annular gaps in the counterflow. In contrast with the conventional type of construction, the flue gases are recirculated twice inside this apparatus, and in the second and third passes their energy is delivered to the transfer medium by means of convection. Apart from the extremely compact design, the outstanding advantage of the HTT principle is the fact that it dispenses with a fire-clay-lined furnace. This permits heat storage masses to be reduced to a minimum – a particularly impressive breakthrough which eliminates the thermal overloading of the heat transfer medium that was previously unavoidable in the event

of an unscheduled shutdown and an important step towards maintenance-free heaters.

The complete heat transfer facility was installed outdoors in an explosion-protected area of the Marlotherm plant. All the components consequently had to be weather-resistant and winterised. This meant, among other things, a rain-proof weather jacket for the insulation and high-quality corrosion protection for every single component, including the steel structure.

Chemical processes often generate residues that are either highly inflammable or have other hazardous properties. The majority of these residues are incinerated, in order to comply with all the terms of environmental permits and regulations as well as for cost reasons. What makes the installed burner system unique is that gaseous residues from existing production processes can be utilised as fuel, allowing part of the total power of 3,500kW to be provided in a form that is gentle on resources. The system is started up either with natural gas or with fuel gas; this fuel is moreover capable of producing the full heating power within a very short time if the supply of process waste gas is temporarily interrupted and hence of guaranteeing the continuity of the production process. In combination with the generously dimen-

sioned heat transfer surfaces of the heater, an air preheater – in which part of the energy is extracted from the flue gas and used to pre-heat the combustion air to 230°C – permits the combustion efficiency to be increased to more than 94%. An internal flue gas recirculation system, which ensures strict adherence to the stipulated waste gas limits and represents the latest state of the art in burner technology, rounds off this section of the equipment.

The former single-pass heater was installed in a structure typical of this equipment type: on ten large steel beams supported by a foundation with a suitable loading capacity. It was decided not to completely remove these beams after dismantling the old apparatus, in order to cut out the costs for disposing of and restoring the foundation and to simultaneously make use of the existing building fabric – which despite its age was still in good condition – for the new HTT technology. Instead, they were merely shortened to create a new platform for the main components, namely the heater, the air preheater and the stack. The complete burner technology is now accommodated underneath this platform, where it is protected from the weather yet at the same time readily accessible and thus also easily serviceable at ground level.

Woolworths takes employees along on its drive towards sustainability

Continued from P28

does not have to be washed often

- Always close leaking taps
- When taking a shower, and waiting for the water to run warm, capture the cold water in a bucket and use in the garden
- Using biodegradable detergent for in dish washers so the chemicals does not pollute the water system
- Being conscious of every drop – a little saving goes a long way.

National Water Week is an important event on the South African calendar, and a critical awareness campaign to help South African's become more aware of water consumption and scarce

resource management in South Africa.

To date, Woolworths has set out to drastically reduce the amount of water it uses, across the continent, and focused on water efficient store, office, distribution centre design and supplier conduct.

The move to sophisticated water monitoring, has revealed a surprising amount of water lost through an extensive matrix of leaks, hidden from view, beneath its stores.

Woolworths now works with property developers and landlords, across the continent to repair leaks and improve water billing.

By the end of 2015, these measures will see relative water use in Woolworths stores cut in half, from a 2007 benchmark.

The benefits of laser gas analysis

RAND Technical Services (RTS) is a Tshwane-based company specialising in addressing specific industrial challenges by identifying innovative solutions, often sourcing them internationally. The company, run by Managing Director Ian Fraser, says it has been introducing cutting-edge technology to South Af-

rican industry since the early 1990's, not least of which are the company's Neo Monitors laser gas monitors.

"Gas detection and analysis are critical to industrial processes: not only does the monitoring of gas levels address critical safety issues, but it can bring substantial cost savings through helping to optimise combustion processes. It can also promote a cleaner environment through focused emissions control," says Fraser.

However, analysing gas levels may be subject to inaccuracies and limitations in environments of extreme temperatures or high dust levels. Neo Monitors laser gas monitors bring new levels of capability and accuracy, providing a convenient answer to the problems associated with probe-based instrumentation, which can be fraught with challenges.

"Gas analysis has historically been conducted through probes, which can be problematic in that gas streams tend to be dirty, hot and inaccessible. Normal probes clog up easily and are affected by high temperatures, affecting the accuracy of the readings. Probes can also experience a short life-span, and require extensive mainte-

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Energas Technologies (Pty) Ltd

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Dealing with not knowing what you don't know in steel construction



Amanuel Gebremeskel, Development Engineer at the Southern African Institute of Steel Construction.

U.S. Secretary for Defence, Donald Rumsfeld, famously said it in 2002: "There are known knowns. These are things

we know that we know. There are known unknowns. That is to say, there are things that we know we don't know.

But there are also unknown unknowns. There are things we don't know we don't know."

"The things that we don't know we don't know cause the greatest havoc in society in general and, of course, the steel construction industry is no exception," says Amanuel Gebremeskel, Development Engineer at the Southern African Institute of Steel Construction (SAISC.) "This is not a new concept and was brought powerfully to the public's attention by Nassim Taleb in his iconic 2007 book, The Black Swan, wherein the core message is that the "unknown unknowns" are responsible for the

greatest societal change. Think only of 9/11," says Gebremeskel.

He says that one of the problems with engineers today is that while they are generally great at designing according to what they know and what they know they don't know, they give up on doing anything about the "unknown unknowns."

"This is a mistake of monumental proportions," says Gebremeskel. "We can and must design for these unknowable eventualities. There are ways to approach this with the minimum requirement being the study of redundancies in order to achieve ultimate resilience and robust-

ness," he says adding that many of the SAISC's training courses include such instruction.

But the problem doesn't end there. "Many of the large project houses, including the parastatals, are not doing enough training and even though they may be aware that organisations like the SAISC have a wide range of training programmes that could help prevent a myriad future problems in steel construction they, for a variety of short-sighted reasons like cost, or the spurious belief that the main contractor is solely responsible for the risk, hardly do any training at all. This is creating a dire

situation in South Africa. "The structural element of big projects is always on the 'critical path' and companies should be putting more effort and resources into this aspect of the project than other aspects. This, simply put, translates into investing in more training for the people who are managing the critical processes," says Gebremeskel.

Mainly for this reason the SAISC has recently launched the Steel Academy, an umbrella body for all its training initiatives. "This is an innovative branding exercise, aimed at drawing attention to the SAISC's top-draw training and upskilling programmes,"

says SAISC CEO Paolo Trincherio.

"Training is critical to the long-term success and financial performance of any company and is vital to the continued sustainability and competitiveness of not only the steel construction industry in South Africa, but to all industries," says Trincherio, who is passionate about reversing the dearth of skilled engineers in the industry through the newly-launched Steel Academy.

The Steel Academy provides short- and long-term courses, structured around the fact that the attendees also have jobs

Continued on P32

The benefits of laser gas analysis

Continued from P30

nance," Fraser explains. "Tunable diode laser technology offers an extremely viable alternative to probes-based instruments."

The laser monitor is tuned to a specific specially selected absorption line for a particular gas enabling the instrument to measure the level of the selected gas in the gas stream without cross-interference from other gases or contamination by dust particles, and is not negatively affected by high temperatures. As a measuring device it is extremely stable, unlike other instruments that can provide inaccurate readings because of environmental problems such as vibration, temperature variations or contaminants.

"These monitors remain accurate for a minimum of 12 months," says Fraser. "They are a durable and therefore cost-effective means of measuring and analysing a large range of gases. Moreover, they are highly tolerant of opacity. Therefore, within a gas stream where there is at least a 10% signal received they remain highly accurate. In terms of temperature, we have successfully used laser monitors in a platinum smelter with temperatures rising to 1,500°C."

RTS's range of laser monitors, 'Neo LaserGas analysers' are manufactured by Neo Monitors, a division of Norwegian company Norsk-Elektro Optic (NEO.) The technology is available to South African industry through RTS and has been used successfully in a wide range of sectors: including chemical, petrochemical, steel, aluminium, cement, automobile, pharmaceutical, power and waste incineration.

Atlantis re-discovered

THE ownership of well known automotive business Atlantis Foundries has changed hands. The engine casings manufacturer – which was initially known as Atlantis Diesel Engines – recently informed staff at the Atlantis-based plant that ownership had passed from long-time backer Daimler to German automotive components maker Neue Halburg-Guss (NHG.)

According to a letter addressed to staff in late February, NHG – one of the largest foundry networks in the world – would incorporate Atlantis Foundries into

its operations from next month (May.) The change of ownership is unexpected with Daimler Chrysler acquiring Atlantis Foundries in 1999.

The company – which was first mooted as a strategic industrial investment in form of ADE in the late seventies – appears to have enjoyed much success under Daimler's 16 year tenure.

The Industrial Development Corporation (IDC) initiated the planning of the project that was to become Atlantis Diesel Engines (ADE) and later Atlantis Foundries.

1979

- Incorporation of Finesco (Pty) Ltd – the development company tasked with the development of the Atlantis Diesel Engines facility
- Commencement of construction of the ADE site in Atlantis – a national strategic resource to provide diesel engines to the South African market

1981

- Completion of the ADE machining and assembly facility with the first roll-off of "Engine Number 1"

1999

- ADE acquired by DaimlerChrysler and becomes Atlantis Foundries. Two divisions are formed: 1. Foundry and 2. Machining
- Foundry has an annual sales tonnage of just over 17,000 tons with a workforce of about 550 people

2010

- Construction of the new scrap steel handling facility in Melting

2011

- Addition of a 4th 10-ton induction furnace to further increase melting capacity

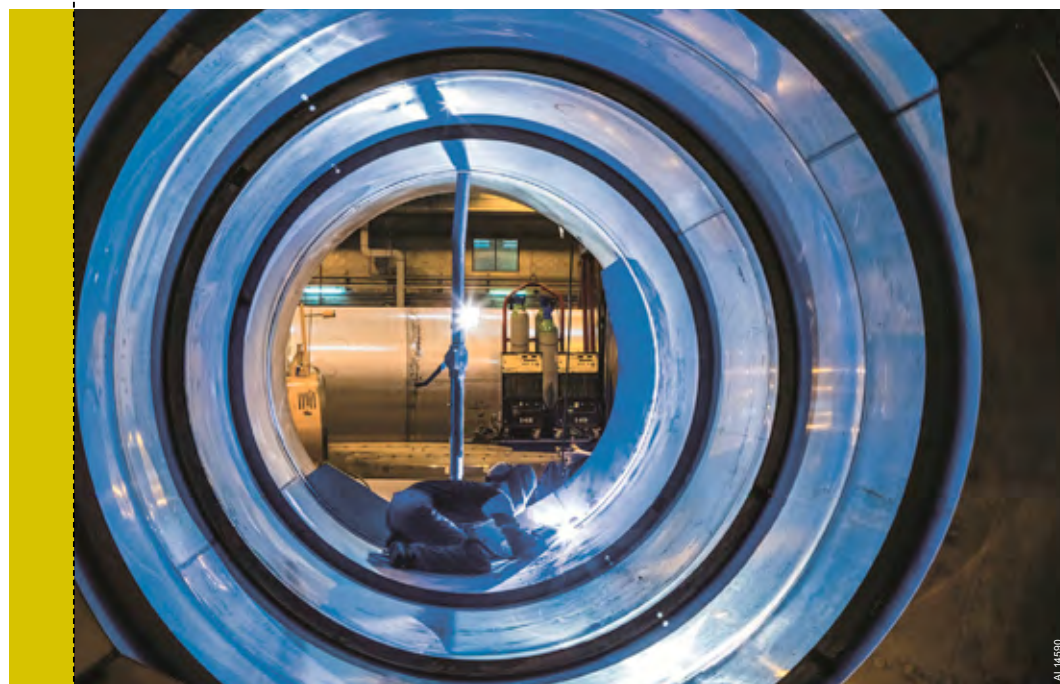
2012

- Record year of production – 60,000 tons cast

2013

- Incorporation of robotics within the production process with the installation of a robot in the coreshop to improve output capacity and product quality
- Roll-out of plant-wide visual safety program
- Commencement of the Mouldline 1 upgrade and next-generation product implementation programs

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Secure supply of industrial gas supports broad range of industrial processes in Eastern Cape

INDUSTRIAL gas continues to play a pivotal role in the growth of Eastern Cape industry, evidenced by Air Products South Africa's supply to the local market for the past six months of uninterrupted supply of industrial gases.

The industrial gas company was commenting on its contribution to Eastern Cape industry following the launch of its R300m air separation unit (ASU) in the Coega Industrial Development Zone (IDZ) in November last year. As the first to market in the Eastern Cape, Air Products is able to deliver security of supply of liquid oxygen and nitrogen, meeting the needs of local industry and offering improved levels of customer service, according to Pierre Fourie, Sales Manager: Eastern Cape for Air Products.

"Our air separation unit supplies liquid oxygen and liquid nitrogen in bulk by road tankers across the Eastern Cape.

We also supply the full range of industrial and specialty gases. Depend-



ing on volume requirements and specific applications, gases are supplied in cylinders, mini-tanks, maxi-tanks and CryE-ase," he says.

"As gas is a vital part of virtually every industrial process, the importance of security of supply cannot be overstated. We are able to match current market demand and have capacity to scale up production in line with growing demand in the region," he says.

The company's identified markets for growth, including automotive and component manufacturing and fabrication, food and beverage, agro-processing and their related value chains, were well aligned with the sectors prioritised for growth in the Eastern Cape's

provincial industrial development strategy.

"Liquid oxygen and nitrogen play a key role in the metals processing sector for cutting and laser applications. Metals processing supports diverse industries, including the manufacture of renewable energy components – another key sector where the Eastern Cape is driving industrial growth," says Fourie.

"In the field of agro-processing, identified as a key growth area in the Coega IDZ, oxygen has many uses, such as in fish and prawn farming (aquaculture.) Oxygen aerates and improves water quality," Fourie explains. Air Products distributes liquid nitrogen and liquid oxygen by its newly-up-

graded fleet of road tankers across the Eastern Cape, and provides on-site back-up storage for critical customers.

In addition to the 'peace of mind' benefits of secure supply, Air Products South Africa has a long track record of working hand-in-hand with its customers to find innovative solutions to industrial challenges, according to Arthi Govender – Market Research and Strategy Manager.

An example of this is the company's thermo-compressor technology that it recently installed for ArcelorMittal in Newcastle. The solution is now set to roll out globally as ground-breaking technology supporting energy efficiency and cost savings.

"We are able to assist industry in optimising processes and introducing new technologies that support energy and process efficiency, bringing significant benefits to the bottom line," Govender says.

The Coega ASU represents the latest developments in air separation technology in order

to deliver optimal energy efficiency and maximum product output capacity, at a reasonable cost of production. The ASU was one of two new plants launched by Air Products in South Africa in 2014, as part of its long-term capital investment pipeline of R2bn aimed at establishing a solid national gas production and supply footprint.

"Our supply chain efficiencies, developments in air separation technology and growing customer base are complementing Air Products' long-standing footprint in the region," says Govender.

"We believe that through our investment in Coega, we have not only proven our commitment to our customers in the Eastern Cape region, but we have also established our gas as pivotal to a multitude of industrial processes.

The quality of our technology, coupled with our long-term security of supply will make a positive contribution to economic growth of the region for many years to come," she concludes.

Dealing with not knowing what you don't know in Steel Construction

Continued from P31

to fulfil. Its interactive training uses a hands-on approach, with personal mentoring, examples, calculations and discussions. On some courses the attendees are required to do work related to their own companies.

Among the host of SAISC programmes rel-


evant to the steel industry are courses covering all aspects of steel design, business development and marketing, financial management, legal and contractual matters, economics of steel design, connection design, steel bridges, materials handling and more.

Through direct academic input, the SAISC also assures the academic quality of the civil engineering faculties at South Africa's top five universities; Pretoria, Wits, Stellenbosch, Cape Town and KwaZulu-Natal. The architectural faculties of some of these institutions

also receive input from SAISC. At present the SAISC is also mentoring five interns from the Vaal University of Technology.


"Cutting back on training in times like these is false economy," says Gebremeskel. "Sending engineers for training now will have a direct impact,

translating into increased productivity in the workplace and, in the case of more complex systems, will bring about greater reliability significantly reducing overall costs for the steel construction industry in particular and the country as a whole," concluded Gebremeskel.

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Local and global exhibitors stream into Watertec Africa

Continued from P27

hibit at PVPA, because we want to investigate markets and business opportunities in Africa, and showcase our energy-efficient equipment," says Vishal Bhehaniya, the company's Export Administrator. "Watertec Africa is an important platform for us as it focuses on our specific industry, in a region that has potential for growth."

Watermaster returns to Watertec

Aquamec manufactures the Watermaster amphibious multipurpose dredger, designed to work in shallow waters such as small rivers, lakes, ponds, basins and shallow seas. It has excellent mobility and is suitable for environmental, industrial and civil engineering appli-

cations. Hundreds of units currently operate in over 60 countries.

"We decided to do Watertec again this year to increase awareness of our products and find new customers," says Southern Africa Regional Manager Vuokko Laurila.

About Watertec Africa

Watertec is Africa's leading industrial trade exhibition of equipment and services in the water industry, from sourcing, extracting and storage of water, treatment, supply and delivery, waste-water treatment and disposal, pipe-line and sewage system maintenance, to sanitation; drainage, flood prevention, irrigation, desalination, and mine water drainage.

Mpact maintains strong presence in Western Cape

AS one of the leading paper and plastics packaging businesses in southern Africa, Mpact sees the Western Cape as an important region where it maintains a substantial manufacturing presence that enables it to work closely with local customers ranging from independent farmers to regional representatives of multinationals.

This is the view of Mpact CEO Bruce Strong, who says that being close to customers is essential as Mpact is better able to understand their needs and expectations and deliver on these quickly, innovatively and expertly. This focus on customers is central to the Group's strategy.

In the Western Cape, fruit farmers, particularly of citrus and grapes, are major users of Mpact's corrugated products. "South Africa's fruit exports, especially to Europe, have to meet strict criteria that include packaging standards which Mpact meets in all respects," says Strong.

Mpact's Corrugated division has a strong presence with operations in Epping and Kuils River. It manufactures a comprehensive range of printed and unprinted converted products, including boards, which are used to manufacture corrugated packaging, corrugated boxes, die-cut cases, folded glued cases, trays and point of sale displays.

The MD of the Corrugated Division, Ralph von Veh, explains that Mpact provides fruit farmers in the Western Cape with lighter, stronger and more effective packaging which is not only better for handling purposes and enabling efficiencies for the farmer, but also contains costs.

"Good quality corrugated boxes are of utmost importance to fruit exporters. For example, some fruit gives off moisture that affects the properties of the packaging. This is critical when fruit is to be transported over long distances in containers," says von Veh.

Not only is turnaround time important, but fruit can vary in size by up to 20% and farmers can also have up several export ranges that require different carton sizes and brands.

Mpact's Plastics division also has a substantial footprint in the Western Cape and serves a diverse customer base from multinationals to regional manufacturers in the FMCG (Fast Moving Consumer Goods) sector (such as carbonated soft drink makers, juice producers and producers of personal care, homecare, pharmaceuticals and food products,) fast food producers, agricultural producers and retail chains.

There are two production facilities in Atlan-

tis, one focusing on the FMCG market – including polyethylene terephthalate (PET) wine bottles – and the other being Mpact Plastic Containers, which caters for the agricultural, automotive, logistics, pharmaceutical, retail, and waste collection sectors.

The use of plastic jumbo bins produced by Mpact Plastic Containers instead of traditional

wooden bins has shown significant financial benefits. According to Loutjie De Jongh, MD of Mpact Plastic Containers, the business also offers one of the largest ranges of Returnable Transit Packaging (RTP) systems in South Africa. These robust containers are light and reusable many times over, providing significant cost benefits to users.

De Jongh says Mpact

Plastic Containers is also a major manufacturer of wheelie bins, one of the most widely used and easily recognised containers in the country. "At our plant we ensure that wheelie bins are made with a consistent quality and the toughness required to cope with rough handling."

Mpact's presence in the Western Cape further extends within the Paarl

area where Mpact Versapak is located. Mpact Versapak services the fresh food, fast food and agricultural sectors with styrene and PET trays, expanded polystyrene packaging and PVC cling film.

Mpact's integrated approach to the packaging value chain is rounded out by its Mpact Recycling division, which each year collects around 450,000 of waste paper

and board. The company processes this material which is then used as raw input material by plants manufacturing new packaging.

Mpact Recycling's Western Cape operation is based in Parow, collecting paper from waste collection businesses, street collectors, schools, churches and offices. Mpact Recycling also has collection points at

various locations in the province.

Concludes Strong: "Our vision is to be a leading business, delivering exceptional value for our customers. We will continue to meet and exceed customers' requirements for product and service quality, innovation as well as cost competitiveness by operating in strategic markets such as the Western Cape."

BEYOND PACKAGING

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Fruit, Vegetable and Wine Expo now at Worcester's Kleinplasië

AGRI Cape Week (ACW) an annual wine, fruit and vegetable showcase will take place at the historic Worcester Kleinplasië Showgrounds as from 2015. This showcase for a threesome of South Africa's most effective agricultural industries, wine, fruit and vegetables, will be hosted by agriculture expo

specialists, the Mega Group of Companies from Wednesday 28 to Saturday 31 October.

According to Orton King, Group Executive Director of the Mega Group a four year contract with the Agricultural Research Council (ARC) to present this expo at Bien Donné ended in 2014. "We are very excited that we

were able to secure the use of the popular and very accessible Kleinplasië tourism destination and look forward to facilitate Agri Cape Week for a community with a golden agricultural show tradition."

A report released last week shows that South Africa's wine industry not only continues to increase its contribution

to the country's GDP but is also growing job opportunities. The industry, that remains one of South Africa's leading agri-exporters, accounted for 1,2% of the national GDP in 2013. In that year it contributed R36,1bn to the economy, (including wine tourism) via agriculture, manufacturing, trade and hospitality, while generating direct and indirect employment for close to 300,000 people.

Speaking on behalf of the industry, Yvette van der Merwe, executive manager of SAWIS said South Africa was the eighth-largest national wine producer by volume worldwide.

Vinpro CEO, Rico Basson reiterated that wine tourism remains an underestimated contributor.

King stated that for many years access to international wine and fruit markets has unleashed a burst of new energy and investment. Production is concentrated around Cape Town, with major vineyard and production centers at Worcester, Paarl and Stellenbosch and surroundings. The 2015 ACW theme will however be: Africa open for business.

"We need to take note that Kenya became an important buyer of South African wines. South Africa

occupy first place 'in terms of volumes of wine imported and sold in Kenya.' After Angola and Nigeria, Kenya imports more South African wine than any other sub-Saharan African country."

"Equal to these actions is the important role of African countries e.g.: South Africa, Egypt, Angola and Morocco as sources of world class fruit for global export markets," says King.

Agri Cape Week at the end of October at Kleinplasië will be a joined venture comprising Mega Group, the Western Cape Department of Agriculture and Rural Develop-

ment and various commodity organisations and key stakeholders.

King stated that the expo will focus on the value chain, key role players and business opportunities offered internationally, in South Africa and the Western Cape by the renowned South African wine, fruit and vegetable industries.

"Fresh produce, world class processed agri-products, job creation, secondary industries and optimisation of the full value chain will be showcased by exhibitions, workshops, topical discussions and lectures on industry and consumer related issues."




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Innovative technology is a key trend in the manufacturing industry

OVER the past decade, packaging has evolved from a purely functional device intended to convey vital information and protect the product, to a key role-player in the purchasing and decision-making process. However, the equipment used to label, code and print on packaging has to be on trend and remain innovative and cost-effective in order to stay relevant and ahead of the competition.

"Innovative technology is a key trend in the manufacturing industry. Due to this demand, we have found ways to ensure that our manufacturing offering is effective for our clients," explains Brandon Pearce, General Manager at Pyrotec PackMark.

The need for high performance label applicators are becoming more vital for the manufacturing industry; it is important that machinery is designed for packaging lines that demand speed, accu-



racy and reliability in order for various types of information - such as batch numbers, QR codes and variable numbering - to be seamlessly added to the label or directly on to the corrugates.

In order to meet the demand of the ever-changing manufacturing industry, Pyrotec's PackMark division offers innovative and cost-effective solutions for coding and labelling on packaging.

Thermal Inkjet coders have been designed for serialised product identification solutions to enhance traceability

for fast-moving manufacturing production lines such as food, beverage and pharmaceutical industries. This consistent, high quality digital technology allows for clean codes and information can also be changed in real-time to ensure accurate productions.

For precision coding, the Continuous Inkjet coders are used to improve the printing of 'best before' dates and batch numbers on the products. In addition to this feature, it can also be used for security printing - fluorescent ink is used for printing and only visible under ultraviolet lighting.

Print and apply label-

ling equipment allows for various types of information to be printed on to the packaging. Due to its range of interchangeable applicators and operational interventions such as the ability to print and apply at rates up to 125 packs per minute - irrespective of the data complexity or content.

In addition to this, using a centralised data management system through integrated machinery networks can make any production line efficient. Pyrotec's PackMark division also offers a software solution, CoLOS, which allows customers to integrate various equipment networks in one central system to manage and operate all printers throughout the line.

"We are consistently looking for ways to meet the demands of the manufacturing industry with our innovative solutions of coding and labelling. We identify key industry trends and ensure that they are always incorporated into our product offering," concludes Pearce.

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Sign of the times

MACBADGE and Signs specialises in metal signage, and has done so since 1999. Its service to industry includes plating and anodising non-ferrous metals, as well as innovative designs, materials and machinery.

The Macbadge team can create special effects such as aging and brushing and etching all types of metals. Since

2014 an increased capacity in its anodising plant has allowed Macbadge to accept machined parts and sheets of up to 2m lengths. Its colour range includes blue, red and new German silver.

The company's strict quality control conforms to 25 microns finishing specification and ensures a turnaround of seven working days.

Hytec Group expands distribution of Bosch Rexroth oil control cartridge valves

AS part of the new joint venture into Africa, the Hytec Group has increased its distribution and support of the full range of Bosch Rexroth Oil Control cartridge valves throughout sub-Saharan Africa. This expanded support will enhance the Group's logistical, sales and support capabilities of the products, and includes a more competitive pricing structure for this series.

The valve range simplifies conventional compact hydraulic systems, and enhances hydraulic circuits where space and weight present fundamental application constraints. Bosch Rexroth cartridge valves are characterised by a very long service life: at an operating pressure of 350bar, the cartridge solenoid valves are rated for a product life of 10 million cycles.

The unique design of the cartridge valves reduces the amount of interconnecting pipe-work required within the hydraulic circuit through a customised manifold. This reduces the overall weight, and space requirements, of the machine, resulting in decreased power requirements – contributing to better all-round energy efficiency. Because the interconnections of piping within a conventional hydraulic system are a common source of fluid leakage, the compact design and reduced piping requirements of the cartridge valves also reduces inspection and maintenance requirements, facilitating a more efficient hydraulic operation.

The valves offer a typical working pres-

sure of 350bar, with some rated to 630bar, and flow rates of up to 700l/min, for fluids between -30°C to 100°C. The screw-in cartridge valve range includes

pressure control valves, check valves, counter-balance valves, flow control valves, logic elements, directional valves and proportional valves.

These cartridge valves are used extensively in mobile applications, for instance in lifting platforms, agricultural machines, earthmoving and ma-

terials handling equipment and mobile cranes. The valves are also used in many industrial applications.

While mechanical and solenoid cartridge

valves remain the most demanded solution, the demand for proportional valves is growing due to a recent increase in automation projects.

Oil Control cartridge

valves will be stocked by HYSA, Hytec's central warehouse for all Bosch Rexroth hydraulic products, and distributed via the Hytec branch network.

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Optimised energy consumption lowers costs



SEW-EURODRIVE Mechatronics Engineering Manager, Norman Maleka.

ENERGY-efficient drive systems are becoming more important than ever in South Africa – given the volatile power supply from the national grid as a result of continued load shedding, as well as surging electricity costs and increasingly stringent environmental legislation.

Energy costs can constitute up to 90% of the

lifecycle costs of systems that have not been optimised. Specialist drive engineering company SEW-EURODRIVE is proactively addressing this issue through its newly-launched effiDRIVE energy-saving solutions.

SEW-EURODRIVE Mechatronics Engineering Manager, Norman Maleka states that effiDRIVE energy-saving

solutions are based on the company's proven modular concept.

"Even a single efficiency-optimised drive component can positively impact a system's overall energy balance. The modular energy-saving system only includes components with optimised energy efficiency. Combining these optimised components from the modular energy-saving system can result in 70% energy savings," he says.

The effiDRIVE solution is ideally-suited for numerous industries, including; food and beverage, airport logistics, building ventilation systems, and intralogistics, such as storage and retrieval systems. Another major benefit of the effiDRIVE solution is that it can be retrofitted onto existing machines and systems.

According to Maleka, energy consulting is the primary service in the energy-saving con-

cept. "Customer-specific consulting allows us to identify the optimal energy-saving solution for individual systems, whether they are existing or still being developed," he continues.

Maleka indicates that the focus is on the complete system. "With the existing process sequences in mind, the goal is to reduce power loss, optimise power requirements and to recycle the released energy."

SEW-EURODRIVE draws upon an extensive wealth of experience with tried-and-tested package solutions. "Our energy specialists are familiar with the applications of numerous industries, thereby ensuring the success of all the energy-efficient drive components," he adds.

In the current South African context there is a strong drive for clients to increase their energy efficiency. This drive

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New, modified container compatible forklift

TO meet the requirements of Chill Speed Trucking, CES forklift and Liugong technical department teamed up to modify their model CLG2070H, seven-ton forklift in order for it to be completely versatile; capable of entering a 20ft shipping container and then loading the container on a trailer for return to the port.

Satisfied customer, Ismail Moosa of Chill Speed Trucking has been using the seven-ton container compatible forklift for almost a year now and his feedback says it all, "I am not 100% satisfied. I am 200% satisfied."

Chill Speed Trucking's requirements were that the seven-ton Isuzu diesel propelled forklift is required to move between four and seven tons of steel coils conveniently rolled into doughnut shapes, out of shipping containers, lift and move the container, placing it onto a trailer.

The challenges facing the design team were that the cab firstly had to be lowered in order for the forklift to fit into a container. The roof of the cab was modified for the forklift to safely fit (easily done ex-factory, without the safety of the cage being compromised.) The operator compartment remained unchanged with its full-suspension seat, adjustable for weight, legroom and back angle.

Secondly, the mast



was modified to a 2.5m full free, versus the standard 3.0m mast. The closed height of the mast was to be less than 2.2m with a free lift to ensure the forklift could easily fit into the container; the mast was then reinforced to handle the empty container, making the container compatible forklift extremely versatile and a complete solution to container handling. In addition, Liugong masts feature wide channel spacing and secondary lift chains. Auxiliary hydraulics are mounted at 90 degrees behind the channels on the three stage masts that improve forward visibility.

Ismail Moosa points out that their efficiencies have increased, "In the past we would drag the coil roll out the container, either damaging the forks or forklift or even the container as well as the coils, causing additional costs associated with the damages."

"The time taken to offload the steel has been cut down by at least 45 minutes. We have

seen excellent time saving during the offloading and re-loading process," he attests.

CES Forklift now boasts at least three models of forklift they are capable of modifying to suit container loading. Their flagship CPCD35A is the best seller in the range, while the five-ton CLG2050 is a lightweight forklift that comes with a 4.7m triplex mast. Fork movement in front of the forklifts have been adapted for hydraulic manoeuvrability.

Forklift units can be modified to client specification, as all modifications are done at the LiuGong factory or in South Africa through CES Forklift. Modifications such as varied fork lengths; double, solid or pneumatic tyres and different engine options are all easily adapted to suit client requirements.

All CES forklifts including the container compatible range come with a full warranty and OEM (Original Equipment Manufacturer) back-up service support.

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The CLG2050 Light forklift is rated 5 ton at 500mm load centre, and is a compact machine ideal for container entry. Both these machines have various options to customize them to the client's needs.



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Pilot Modular washing plant transforms Western Cape operation

A Western Cape province building materials supplier has more than doubled its output following the purchase of a complete Pilot Modular sand washing plant, sold through Pilot Crushtec International's distributor, Innovexx.

The customer was looking to increase production to meet demand from the local construction industry and contacted South African crushing and screening specialist Pilot Crushtec Interna-

tional for advice.

"The existing plant was capable of producing 20 tons per hour when in actual fact double that amount was needed to meet customer needs. What the client was looking for was a simple, cost-effective and productive solution that could be implemented

with a minimum of delay," says national sales manager Nicolan Govender.

Govender, together with representatives from Innovexx, promptly visited the site to determine operating conditions before making recommendations.

"We collected samples of raw sand and

washed material produced to correct size and specification that were flown to Johannesburg for analysis by our technical team. A 'before and after' examination of the specimens enabled us to make an informed decision concerning

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Pilot Crushtec International's Pilot Modular plant which has more than doubled productivity and expanded the range of saleable products.

Optimised energy consumption lowers costs

Continued from P36

will only grow stronger in the future. The need for local manufacturers and clients to move to energy efficient solutions is two-fold, namely; to minimise operating costs while maintaining existing infrastructure and capacity; and to lower plant power requirements and improve stability.

"The introduction of energy consulting to the current SEW-EURODRIVE South Africa business unit service is a natural extension of the mechatronic product portfolio and is aimed at assisting current and future clients with energy efficient solutions," reveals Maleka.

He goes on to say that the section on energy efficiency highlights the problems faced by many industries and gives an overview of the current solutions in particular for traditional conveying applications.

"Our energy consulting offering serves as a demonstration that allows clients to witness the real savings in their actual plant environment, rather than just the theoretical savings," he continues.

The most energy-efficient solution is not only dependent on the components used, but also on the supporting analysis and consulting services. As a result, SEW-EURODRIVE's energy-efficiency specialists perform regular and thorough tests on the application.

Maleka points out that all energy-saving factors are identified and implemented consistently. "During highly-volatile power supply periods currently being experienced in South Africa, the benefit to the end-user is measurable success by reducing energy consumption and costs, while simultaneously lowering CO₂ emissions too," he concludes.



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Namibia Breweries Limited (NBL) opt for Kipor

NAMIBIA Breweries, brewers of the famous Windhoek beer, take no chances in their impeccable, clockwork-like operation. So their decision to use specially designed Kipor forklifts is a feather in the cap for this fast-growing brand of warehouse materials handling equipment, which is distributed in Southern Africa by Smith Power Equipment.

In the latest order Namibia Breweries took delivery of three Kipor KDF25 - 2.5ton Diesel - and three KD35 - 3.5ton Diesel - forklifts, which are being used to load trucks with product from the warehouse. Sister company, Namibia Dairies (also owned by the Olthaver and List group) received three Kipor KDF25s.

The Breweries' Kipor KD35s were custom designed with double fork attachments for extra productivity and also double front wheels for greater stability at height. These double front rims were designed and very precisely machined using an ingenious and innovative technique

by J&H Refurbishing. "The extended "dish" had to be machined to fit exactly into the existing rim to help carry the extra weight and stress on the studs," says J&H Refurbishing's Joe Liebenberg.

"We are pleased with the machines," says Namibia Breweries operations manager Gerhard Tredoux. "They are efficient and have thus far proved to be reliable. I am also very pleased with the service of the Lubbe group who has left no stone unturned to sort out any teething problems that we have had," he says.

The Lubbe Group is the highly successful Smith Power Equipment dealer in Namibia.

Etienne Lubbe, says that one of the teething problems was that the machines tended to overheat at peak production in the warmer parts of the country - like in Oshakati. "In our experience all forklifts overheat in these conditions and we know for a fact that our main competing forklift overheated all the time

and the problem was not resolved for years. The big difference is that we sorted the problem out in one month by replacing the standard engine fan with a much larger fan with fins of a much more aggressive gradient than the original fan," he says.

He adds that another major difference between the Kipor forklifts and the opposition product that has been operating at the breweries is that the Kipors have four-cylinder engines (as opposed to their three-cylinders.) This provides more power making our unit more efficient for faster loading because with the extra power you can lift the forks on-route to the truck where the three-cylinder trucks must drive right up to the truck, stop and only then lift the forks."

Lubbe says they have an excellent relationship with Namibia Breweries. "It's easy for them to work with us. We have an exceptional company footprint in Namibia - six branches and 14 service centres throughout the country

- through which we offer them excellent after-sales service, a fully stocked parts warehouse, workshops on demand with on-the-road service vehicles," he says.

He adds that Namibia Breweries is a very efficient operation. "They always take the bottom line into account without affecting their high standard of operation. With the Lubbe group in Namibia they found that, together with a well-priced and quality product, they could up their production and lower their capital outlay as well as their running costs."

The Kipor Diesel series has an advanced, streamlined design, with solid sturdy frame, an all-new suspended and movable seat providing comfort for the operator. A hoist cylinder at the rear of mast makes the operation view wider, while the rear lamps are installed on the top cover, which ensures safety and, for even greater productivity, the tilt angle of the steering column can be adjusted freely.

BMG distributes Vulkan couplings and braking systems



BMG has been appointed distributors in Southern Africa for the Vulkan Drive Tech products range, which includes couplings and braking systems. This range is supported by a technical advisory and solutions service for specific applications, including existing installations.

BMG has been appointed distributors in Southern Africa for the Vulkan Drive Tech products range, which includes couplings and braking systems.

"With the introduction of Vulkan's fluid and engineered flexible couplings, BMG's coupling offering is now complete," says Carlo Beukes, BMG's power transmission product manager. "BMG, which now carries a vast stockholding of standard Vulkan couplings, also has access to the complete range of Vulkan braking systems."

"With Vulkan's compact fluid coupling design, it is possible to replace existing applications, without the need for any modifications to the existing layout, therefore ensuring ease of replacement and reduced project costs."

Important components for BMG in the Vulkan range are Flexomax GBN maintenance-free couplings, with a maximum torque of 1,288kNm and shaft diameters up to 600mm. These torsional flexible couplings are equipped with specially designed elastic elements, which work in compression, allowing for maximum torque transfer, heat dissipation and product longevity.

This series is designed for applications that include low speed shafts of machinery driven by electric motors - even in harsh environments - and is

available with customisable options to meet the requirements of restricted applications. These compact couplings allow for compensating axial, radial and angular misalignments and also protect the drivetrain from shock loads.

The modular design enables the integration of brake discs, pulleys, shear devices and spacer shafts

"With the introduction of Vulkan's fluid and engineered flexible couplings, BMG's coupling offering is now complete."

within the coupling. Radial removability of the coupling elements is possible, without having to move the connected machinery.

Vulkan has followed its technology trends for VFD (variable frequency drives) and VSD (variable speed drives) with the design of its coupling range, which now includes Flexomax GSN and GSND couplings.

These backlash free couplings, which have been specifically designed for VFD high speed input shafts, offer multiple configurations to ensure coupling types meet

all requirements.

Flexible Flexomax GSND couplings have design features that eliminate the need for lubrication and allow radial removal of elements, without moving machinery. Furthermore, the design incorporates air circulation slits to allow for a cooler element and thus a longer life of the product.

Vulkan's vast range of highly engineered fixed speed and variable speed fluid couplings has been designed for reliable functionality and is optimised around specific application requirements.

For more demanding applications, Vulkan shaft-to-shaft solenoid activated PSV-SP variable speed drain type fluid couplings are recommended. These couplings allow for larger heat dissipation in aggressive climate conditions. The simple operating design reduces maintenance requirements.

Vulkan industrial braking systems, now available from BMG, encompass rail clamps, electromagnetic brakes and industrial emergency brakes.

German engineered Vulkan Drive Tech products are manufactured worldwide to stringent international quality and safety specifications. This range is supported by a technical advisory and solutions service for specific applications, including existing installations.



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Pilot Modular washing plant transforms Western Cape operation

Continued from P37

the correct equipment to meet the customer's needs."

The selection has proven to be very much to the customer's advantage. Not only can the plant produce the original 0-2mm product in substantially increased volumes, it has the ability to produce two additional products, 2mm-6mm and 6-10mm.

One of the pillars of the Pilot Modular concept is immediacy of supply, something which enabled Innovex to oversee the arrival, installation and commissioning of the equipment within a couple of weeks.

"The plant was fully up and running within seven days of arrival and has already exceeded expectations with output approaching 60 tons per hour of a very saleable product," says Innovex director Alessandro Scherf.

He adds that a fur-

ther efficiency is already under discussion – the addition of a skid mounted impact crusher to process oversize fines which will then be reintroduced to the material washer. This would position the customer as the sole operator in the Western Cape with ownership of a full sand washing plant and sand crusher operating in a single product train.

The Pilot Modular plant, which has more than doubled productivity and expanded the range of saleable products, comprises:

- A GFH560 feed hopper
- FMW3625 material washer
- DD3615 wet double deck screen
- DWS2412 dewatering screen
- MC600 16m conveyor
- 2xMC600 13m conveyor
- MC600 10m conveyor

IN a deal that Goscor Lift Truck Company's (GLTC) MD, Darryl Shafto, says will significantly help his company to provide an even better service to its customers, GLTC has won the right to distribute BHS Global (BHS) products in Southern Africa. BHS is a world-renowned supplier of battery handling systems and accessories and claims to be the largest manufacturer of battery handling equipment in the world.

"Our aim has always been to be a one-stop service solution to our customers and having BHS in the stable completes the circle in our achieving this goal," says Shafto. "We can now easily say that we provide a total warehousing solution – a complete range of warehouse material handling equipment, battery chargers, various financial packages in rental or sale, a range of service and maintenance packages, fleet management

systems, operator training and, of course, a massive stockholding of spare parts," says Shafto.

By expanding the portfolio to include BHS products, GLTC now provides a wide range of products to suit large and small lift truck battery changing applications. Every system is designed, engineered, and manufactured according to the customer's specifications.

For larger fleet applications, the BHS Operator Aboard Battery Extractors (BE) are available in several models and are designed for a specific application, yet all sharing common features and benefits that make them "versatile, reliable and cost-effective" battery extractors. All BHS BEs are made with heavy-duty steel and designed to reduce preventative maintenance intervals.

For smaller fleet applications, BHS also offers a comprehensive range of lift truck battery changing carts



Goscor offers a Total Solution with Battery Handling Systems to any forklift battery changing area to include battery extractor with system stands, ventilation, safety equipment, flooring, signage, fleet management systems and more.

and carriages. Also designed and built to the customer's specifications, each cart and carriage provides power and durability to the battery changing process. With so many combinations of products to choose from, each and every system installed is unique to that facility's needs.

Apart from the battery changing equipment, BHS also offers a wide range of battery environment support equipment including: electrical distribution

systems, battery fleet management systems, battery room ventilation systems and a whole lot more.

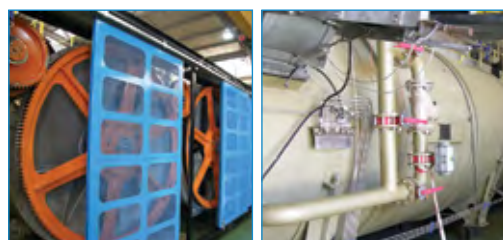
Shafto says that there is no doubt that BHS fits into the mould of all the other top GLTC brands. "BHS uses the most advanced manufacturing processes including state-of-the-art laser technology, CNC engineering and robotic welders to deliver the quality that we admire," he says. "Also their technology is unbeatable and will save our

customers time, which means a more efficient operation for them all round."

Jim Huber, executive vice president and COO of BHS Global says he is proud to partner with Goscor Lift Truck Company. "As a dealer of BHS Global, Goscor is a perfect fit for providing the Total Solution to forklift battery rooms, which will ultimately increase their customer's productivity and profitability," he concludes.



THE MEAN BEAN MACHINE



Locally built machine produces baked beans at 500 cans /min.

A favourite food, but have you ever stopped to wonder how cans of baked beans become just that – baked?

An expert in the field of food processing machinery and the person responsible for the design and construction of a huge rotary stabiliser (which puts the 'baked' in baked beans) is process design engineer Jaco Downing from specialist firm John Bean Technologies (JBT) of Brackenfell.

The firm have recently completed a multi-million three-shell rotary sterilizer for a local FMCG manufacturing company, which can process or cook canned beans at a rate of 500 cans /min. "This rotary sterilizer is the first of its kind to be produced by JBT since the acquisition of the rotary sterilizer business of HG Molenaar (HGM). The machine combines the best technologies of both JBT and HGM and is perhaps the most unique machine of its type anywhere in the world" said Downing.

JBT is a global company headquartered in the USA. They have been in the food processing business for more than 130 years and HGM since 1949 so this latest design is a milestone in particularly JBT RSA history and fits into the range of machines available in 1.5m diameter to 2.3m diameter shell sizes – this machines falls into the larger diameter category.

"Two of the shells manage the cooking process where cans are subjected to heating by 1000kg – 1500kg/h of steam at the process temperature, while the third shell is for cooling. The process is fully automated where recipes are entered into a PLC allowing cans to enter the machine via conveyor at one end and a fully processed product exits at the other at the rate of 500 cans/min. The total capacity of the rotary sterilizer is 20,000 cans" explained Downing.

The sterilizer is no lightweight – each shell weighs in at around 25t – each with an overall length of some 15m. "Machines such as these have a life expectancy of more than 20 years although I have seen some that have clocked up double that!" said Downing.

Construction which has taken 48 weeks follows similar patterns to the manufacture of pressure vessels. The majority of fabrication and specialised welding work has been undertaken at the JBT Brackenfell works with only specialised items being outsourced from suppliers.

"Shells are constructed from carbon steel and contact areas in stainless. Specialised cast iron gear and other castings were procured from a local foundry in Cape Town so the local content of the sterilizer is well above 98%" he explained.

Being a pressure vessel, the fabrications have to be validated for thermal conformity and additionally, being a machine that produces food products, certification is required to ensure the products being handled are fit for human consumption. This validation procedure is carried out by JBT in-house inspectors from its Belgian operation.

"The sterilizer will be partially dismantled for shipment to Gauteng" says Downing "and re-assembled and commissioned by mid-June. Our contract also includes training the client's operators and servicing to ensure a long and trouble-free life span. The machine is also able to handle other fruit and vegetable products and cooked products such as Chakalaka by simply altering the recipe on the PLC. We see great potential for our range of sterilizers, even though they have such built in longevity; JBT undertakes refurbishment and upgrading to extend their useful life or to suit changing market conditions and customer preferences."

"Canning worldwide is a vital business sector especially where people don't have access to refrigerators to keep food fresh. Our type of processing equipment will be there to satisfy the demand" he concluded.



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If designed and engineered correctly, transfer points play a vital role in increased throughput and productivity.

Weba Chute Systems optimises bulk materials handling in the diamond sector

NUMEROUS successful installations of Weba Chute Systems in the diamond-mining industry have proved that the correct application of the company's scientific approach to the dynamics of bulk materials handling can completely eliminate the problems associated with conventional transfer chutes, resulting in significant cost savings in the diamond-mining industry,

founder Werner Baller says. The Weba Chute System is based on the lined 'super tube' or cascade system that results from those occasions when material runs on material.

Apart from being specified for long-term refurbishment contracts at some major diamond mines, Weba Chute Systems has also introduced specific innovations for the diamond-mining

industry. These include a slurry screen splitter distributor system that allows for a nominal belt capacity of 600tph, with a water and effluent addition of 1,080m³/h at a particular diamond mine.

"This was a very interesting application whereby the scrubbing process takes place within the actual chute itself, which was designed in such a manner that it

caused a change in direction, resulting in turbulence and therefore a scrubbing action within the material being transferred," Baller explains. In order to facilitate the scrubbing process, water is introduced at strategic points inside the chute. Bulk materials handling poses a significant challenge in the diamond-mining industry,

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Manhand: holistically heavier and higher

TORRE Industries added Elephant Lifting to the Plant and Equipment Division of its group of companies, which currently consists of Manhand Forklifts, SA French and Kanu Equipment – thereby providing lifting solutions for any and all capacities in the industrial, mining, construction, energy and agricultural industries. With Torre's extensive distribution network it can now offer total lifting solutions, from forklifts to cranes.

"Manhand provides

heavy-duty rough terrain forklifts, conventional forklifts and material handling equipment. We supply quality equipment at economical prices and exceptional back-up service. This is due to the family-owned, customer satisfaction orientated business ethos we prides ourselves on," says Shimaylan Singh, Area Sales Manager, Manhand Material Handlings Holdings.

Its individual product line comprises of lifting machinery ranging from 1.5 to 32

ton forklifts. A variety of engine brands and modes of power are available as the company specialises in Diesel, LPG and Electric powered forklifts.

Forklifts are multi-faceted, application specific equipment that more often than not require a high capital investment. Manhand, however, commits to meet the client on an individual, personal need basis by offering a multitude of options such as rent to own, in-house financing, long-term rentals

and payment plans. In addition to forklift solutions Manhand offers a wide selection of hydraulic attachments to maximise the output of every machine.

"We are now at the stage of growth and technological development where we can confidently promote our extensive attachment range," Singh says,

"The possibilities of application on just one unit is multiplied when you have an array of suited attachments – Saving you time and money whilst eliminating unnecessary supplier processes."

Manhand forklifts has been selling, servicing and renting the larger (7.0 ton and up) forklifts for close to a decade now and has accumulated a vast parts holding and the service expertise to easily compete in international fields, it assures.

"Current customers of Manhand can rest assured that they have back-up support in the form of field technicians which are available 24 hours a day and seven days a week. Manhand is one of the few companies that offers a default 24 month warranty on all larger spec forklifts."

It is uncommon for companies to hold forklifts bigger than 7.0 tonners in stock, however Manhand boasts that you will always find a machine on the floor to suit your heavy lifting needs. So should you need to lift and move around any load, Manhand Forklifts, a part of Torre Industries will meet your requirements and exceed them if necessary.

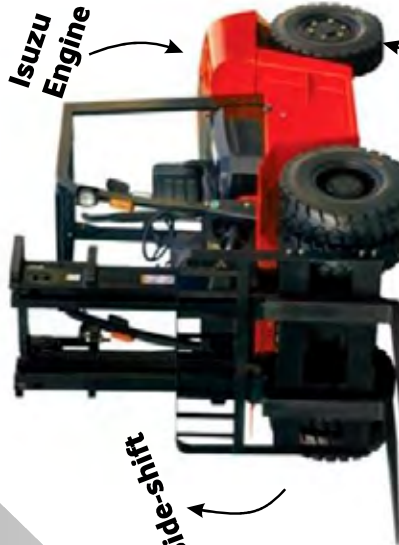
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Maeda Mini Cranes adds a new dimension to accessibility



Maeda cranes allow working safely both indoors and outdoors without compromise.

ACCESS equipment company, Eazi Sales and Service, have maintained a dominant presence with their range of equipment and have kept very much up to date with global trends.

Much in keeping with the company's current product range of JLG access equipment and telehandlers and Magni Telescopic handlers, Eazi Sales and Service have recently introduced the Maeda Mini Crawler Crane range into the local market. Maeda is a large construction and equipment manufacturing company in Japan.

The Maeda Mini Crawler Crane range extends to nine different models, starting from the MC104 with a capacity of .995 ton and 5.5m lift height to the larger LC1385B with a capacity of 6.0 ton and a lift height of 16.70m. With this range of cranes, some narrow enough to fit through a standard doorway and others large enough to lift up to 6.0 ton, Maeda cranes allow working safely both indoors and outdoors without compromise. Adding to the versatility of the units is their power source with the option of petrol, LPG, diesel and electric. A further advantage in some models is the diesel/electric alternating power source.

The range consists of two model types with the MC and LC designations. The MC

range starting with the smallest MC104, are all driven by a hydrostatic transmission from their respective power sources but have differing options which enable each unit to perform the particular application for which it has been designed. The track system on each model enables the unit to be driven to virtually any location over uneven terrain whilst the outriggers keep the vehicle stable while performing its tasks. The MC 104 and the MC 178 have the option of white rubber tracks which make them ideal for work inside factories or warehouses where floors are required to be protected against marking from conventional tyres or tracks.

A major feature of the Maeda Mini Crawler Cranes is the boom construction. The pentagonal shape of the boom increases the strength and prevents unnecessary flexing in extreme conditions. The smaller units are fitted with a four stage boom whilst the larger units have the additional fifth stage.

The LC range has been developed mainly for the city centres or for use in areas where space is restricted. The highly compact tracked footprint has dispensed with the requirement for outriggers and combined with a zero tail swing enables the LC to be the ideal machine for the urban

environment. With a long list of options, the LC range can be adapted to suit any site requirement. Safe lifting is now possible in confined and restricted areas.

These Mini Crawler Cranes have been designed for a range of applications which in the past have eluded many types of equipment, hence creating much higher costs to perform the same task. Maeda's range of Mini Crawler Cranes, MC and LC have been hailed by clients and operators as innovative, cost effective, facilitating faster and more efficient project completion. Clients have realised the benefits of being able to position the crane close to loads which could only previously be handled by larger and more expensive cranes.

"Part of Eazi Sales and Service customer offering is to aid our clients in achieving their production targets in a safe and economical way with machines devised specifically to easily overcome their challenges. Adding Maeda's Mini Crane line-up to our offering means we now provide across-the-board industry lifting solutions, all of them world-class leading brands in their respective product categories, with comprehensive after sales and back up service, as well as OEM backing," says Larry Smith, Managing Director of Eazi Sales and Service.

Willco lifts for the Western Cape

BRACKENFELL-based Willco Cranes / Crane Truck Hire prides itself on its prompt, personal service across the Western Cape.

The company services clients across the Cape business spectrum including cellular network operators, park home suppliers, electrical reticulation contractors, steel engineering contractors, civil engineering contractors, shipping companies as well as private clients with the smallest of lifting or transport requirements.

Willco is a family-founded company that has serviced the Western Cape since 1996.

It supports several trucks that work across the peninsula ranging from eight to 30tons with lifting capacities from 4 tons to 9 tons.

In a business where size does matter, Willco prides itself on its larger cranetrucks with longer reaches

than most.

All its truck tractors that work with semi-trailers are fitted with cranes with minimum reach of 10m. The 13m step deck low-bed is popular for abnormal loads and 13.5m semi-trailer with crated cargo for longer fabricated structures.

The company recently acquired a 25ton

mobile crane and a 34ton side lifter trailer to compliment its existing fleet of crane trucks, giving clients a one-stop service.

"No equipment, operator or assistant is dispatched without proper testing and certification, and we ensure that the right equipment is sent out for the right task," assures manager

Shaun Williams.

As brokers, Willco can also arrange part loads nationally.

- Willco offers:
- Stepdeck trailers
- Flatdeck trailers
- Side lifter container trailers
- 25ton mobile cranes
- Various crane-trucks
- Truck tractors with cranes.

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POWER is a concern in South Africa with power outages commonplace. Ensuring power and protection for businesses, distributor Drive Control Corporation (DCC) has introduced the latest APC Back-UPS BX-700UI, BX950UI and BX1400UI Uninterrupted Power Supplies (UPSs). Ideal for the Small Office Home Office (SoHo) market, the APC Smart Back-UPS units offer more features and functionality to suit your needs.

"The power challenge faced by South Africans is a concern and more often than not, affects many small businesses and home offices. It is essential for these business-

es to power and protect their office equipment should an outage take place. The APC Back-UPS is the ideal solution specifically designed to provide crucial battery power when you need it most during storms and power outages," says Elrica Quick, APC Product Specialist at DCC.

The APC Back-UPS 700, 950 and 1400 offer a host of features including Automatic Voltage Regulation (AVR), instantly correcting voltage fluctuations. This ensures equipment is not damaged by voltage fluctuations and that power is regulated so that users can continue working through inconsistent power and battery power-

er is conserved for when you need it. Surges and spikes can also damage analogue phone lines, and these UPS' data line surge protectors' guards against this damage too.

USB connectivity and PowerChute Software allows users to access additional power protection- and management features for their UPS via their computer. These features include automatic shut down and restart of your system, customisation of your UPS settings as well as monitoring of power and battery statuses. Automatic Diagnostic Testing allows for periodic battery self-test for early detection of battery replacement.

Furthermore, Push

Button Circuit Breakers provides easy recovery from circuit overloads and protects your fuse box and electronics from electrical damage.

It is essential that you close all your documents and safely shut down all equipment should the power go out and it is important to ensure you have the appropriate battery power for your needs and requirements. The internal batteries included in the UPS, provides the user with between two minutes and 80 minutes of battery life depending on the type of equipment and the number of devices connected to the UPS. The LED indicator and audible alarms provides

users with visual and audio alarms, allowing for quick monitoring on the status of the UPS.

"Protecting your equipment when outages occur and ensuring you have enough power to continue your operation when the power goes out is essential in the SoHo market. Maximise your productivity and your work efficiency while providing critical power during emergencies with APC Back-UPS's," concludes Quick.

The APC Back-UPS BX700, BX950 and BX1400 is available immediately from DCC and includes a two year warranty with free technical phone and online support.

Energy management by John Thompson

Continued from P29

nance of all associated plant. You will simply be charged monthly for the metered quantity of steam used plus an agreed fixed cost.

This will facilitate accurate budgeting of all operating costs which are made up as follows:

Fixed Cost

The Fixed Cost covers those costs that are unrelated to the amount of steam used such as:

- Salaries and wages
- Capital costs
- Insurance
- Statutory inspections
- Administration

Variable Cost

The Variable Cost covers all input costs which relate directly to the amount of steam produced such as:

- Fuel
- Water
- Electricity
- Water treatment

Operational maintenance

The supply, operation and maintenance of energy plant and associated equipment is part of John Thompson's core business and it understands that a reliable service is critical for your production requirements. Also, as John Thompson's parent, ACTOM (Pty) Ltd. is the largest manufacturer, solution provider, repairer and distributor of electrical equipment in Africa it has the resources to engineer, install, operate and maintain all electrical plant, as well as mechanical plant and associated equipment, for a wide variety of process requirements.

Weba Chute Systems optimises bulk materials handling in the diamond sector

Continued from P40

where conveyor systems have to deal with belt speeds from 2.5m/second to 5m/second. Baller says that Weba Chute Systems has accumulated significant intellectual capital about "the perfect transfer point," which includes conveyor-to-conveyor, conveyor to stockpile and conveyor to screen applications.

Weba Chute Systems has pioneered the development of transfer-point technology in the mining industry, with more than 4,000 of its systems installed globally to date. "The Weba Chute System is applicable to any situation where bulk materials handling is required, from cement to the mining of all commodities and minerals, including diamonds," Baller says.

Diamond-mining companies tend to focus on the infrastructure related to their kimberlite pipe mining operations, often at the

expense of their bulk materials handling systems – and in particular transfer points. If designed and engineered properly, taking into account the overall system, transfer points can play a vital role in increased throughput and productivity.

"We consider a holistic design that does not only focus on the entry and exit points, but which also incorporates the control of the flow, volume and velocity of the material being transferred at all times," Baller says. By custom designing each transfer point, individual Weba Chute Systems can be configured to control the direction, flow and velocity of the calculated volume and type of material processed in a particular application. The end result is a transfer point that substantially reduces maintenance expenditure in the diamond-mining industry."



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The oft-forgotten importance of business communications

Continued from Back Page

not need a sociologist to tell CEOs this. It is that most uncommon thing – common sense.

A good example among many of trouble caused by ignoring internal communication is an unrealistic demand for higher wages – even when management is advised by “human resources” that company pay rates are among the highest in the sector.

Inevitably, wage talks are deadlocked. A strike is called. Business stops. Both sides cannot understand why the other is so obdurate. The union makes headline-grabbing allegations of ludicrously low pay. Some strikers show reporters paylips

“proving” that they only have R500 a month to live on.

Management is stunned to read this in the press. The human resource department is contacted and after some time it proves that the lowest paid employee gets a gross pay of R8,000 a month. Attempts are made to correct the facts, but it is too late to get the same-sized headline.

A senior manager appears on television in a R4,000 suit to correct matters. Instead, it makes things worse. Viewers mentally add up the price of his shoes, suit, shirt, cufflinks, and tie and discount his words accordingly. Union leaders

gleefully point this out, adding a swipe at the “grotesque” pay difference between the shop floor and the office.

In short, the business communication horse has left the stable and disappeared over the horizon.

If this is a typical scenario, how could better communication inside and outside the business change it?

Well, first you need to have solid information base. Answer in the affirmative to the following questions and you have one. Answer in the negative and you are going to have a problem – and not only in a strike situation.

- Are you sure that

all your workers can read, write, add, subtract and multiply?

- Is each worker aware of why each deduction from gross pay is made?

- Can every worker read his/her payslip correctly?

- Do they understand income tax /medical aid/union dues/provident fund deductions?

- Do you communicate in the home language of each worker?

- Does each worker know the difference between profit, turnover, costs, and loss?

- Does every worker understand percentages?

- Does everyone understand interest?

- Do they know how the business makes money to pay their wages?

Communication in a business begins with this knowledge. If the business is too big and the number of workers too large for the owner/CEO to garner it, then make sure the gaps are identified and filled.

Have all this information readily available, and you will have five major advantages.

- At wage talks
- When dealing with media
- A well-informed workforce
- A clear conscience
- A chance to win the anti-business propaganda battle.

IN THE NEXT ISSUE:

- Property: Commercial / Industrial / Retails
- Sales & Management
- Plant: Earth moving, compressors & equipment
- Petrochemical / Offshore oil & gas /
- Maintenance & support services
- Freight forwarding: Road, rail, air & sea
- logistics and distribution
- Cutting, welding, soldering, brazing & bonding
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Piddling off thy neighbour

IN a recent debate in two Sunday papers, columnist Mondli Makhanya wrote about the enormity of the anger black South Africans feel towards white South Africans – more palpable now than at any time “since the birth of democracy.”

This shocked me out of my Sunday laziness because where I live such animosity is not part of our day-to-day lives. Of course you hear the odd off-colour joke or remark that makes you shake your head, but there is no real malice and certainly no real anger. Okay, the people I meet are mostly white and, as the race classifiers of the ANC call the majority population of the Western Cape, coloured. What Makhanya has in mind is African black. And no doubt he is talking about his own daily experiences. Based on that, his conclusion must be real.

If you have time to surf the social media and websites you do see it confirmed in the comments by South Africans of all shades – black anger, white anger, hatred, sarcasm, racism. Archbishop Desmond Tutu’s rainbow nation was a beautiful symbol, but the rainbow has little brightness left.

At any rate, as Winnie Mandela once grumbled sulkily, there is no black in a rainbow. (She did not mention that white was equally absent.)

So the rainbow has faded into black and white, and black South Africans are angry as hell. On the face of it, judging by public demonstrations of mob protest cum thieving, vandalism and the distribution of human excreta, whites are not so angry. If, however, the fools of the EFF continue propagating their ignorance with cowardly attacks on statues, that may change – albeit with different expressions of anger.

But back to that sunny Sunday morning on the stoep of the town’s ancient hotel when I was confronted with the notion that now, 21 years into a majority-run democracy, my black fellow South Africans are angrier at me than ever before. I stopped reading, looked up from my newspaper and contemplated the hills, the valley and the mountains. All was peaceful back here on the ranch. But out there people were angry at other people they did not even know. It all seemed so, well, unnecessary. What could have brought it about?

Mondli Makhanya told me, in the remainder of his column. It is because I am evil and the cause of apartheid and should not now come and pretend otherwise. But, being a nice guy (I found him most pleasant on the one occasion we met) he also had some advice for me and all you other whites. These are the things I have to do if I don’t want my black countrymen to hate me so much:

- I should accept that I have sinned and am a beneficiary of apartheid. Never should I mention that, hey wait a minute; I walked to school barefoot until I was 12. That makes black people very angry. And if black citizens want flush toilets for free,

give it to them. Do not remember that you also had to walk in the dark to a bucket toilet outside. Bloody apartheid beneficiary!

Take this warning seriously or the next poo will be on you.

- I should accept redress and restitution. Do not mention that black economic empowerment (BEE), affirmative action (AA) and employment equity (EE) are destroying wealth, service delivery and, sooner or later, South Africa. That makes black people angry, explosively so if they are paid for jobs they cannot do.

Mondli tells us “transformation” is a good thing; it “must not be seen as a war against whites, but a process towards normalising society.” And I must take his word for it; I should not think that “transformation” is a lot like “separate development” – a toxic euphemism for racist discrimination.

Is that not why the union Solidarity went to court, to fight ANC discrimination against so-called coloured people in the workplace? If “transformation” is not a war against whites, then why does it mean that whites (and everybody else who is not black enough) need to be discriminated out of jobs so that racist social engineers may connive a workplace representative of the entire SA population? Racially representative – nine jobs for you, one job for the rest of us.

The last time something as deeply sinister as this was attempted, was when the Nazis were evolving their anti-Semitism from artificial anger to deadly practice. The Nazis demanded that the number of Jews in the workplace be restricted to the percentage of Jews in the entire population of Germany.

Sound familiar?

But hey, Mondli, that is not a fact I should mention, right? Yes I know, it’s exactly this kind of thing that makes blacks so angry at whites.

Makhanya has a few other instructions for whites, but my reaction to them is going to be more of the same and I don’t wish to bore you. So you can read his advice column here: <http://www.citypress.co.za/columnists/the-decline-in-the-relationships-of-race-mondli-makhanya>

ANC racism has broken reliable service by most departments in the public “service,” it has destroyed service delivery in many municipalities, it has turned our public hospitals and clinics into dangerous places, it is at the root of the South African corruption epidemic, it has turned a reliable producer of cheap electricity into an unreliable producer of expensive electricity teetering on the brink of collapse, it is threatening our water supplies, it is undermining our judicial system, it has broken some of our universities while Blade Nzimande and his accomplices have set out to break a few more and, perhaps most damaging in the long run, the racist ANC has broken our education system. After 21

years of ANC pedagogy our children rank among the most ignorant in the world.

This is not a complete list. The freedom of the press itself is being steadily eroded as more and more newspapers are brought under ANC control. When the Nats started a newspaper to promote their cause by means of a front man and other people’s money, all hell broke loose when the truth came out. Powerful men lost their careers, including a president and a minister heading for the top job. Now it’s just par for the course. Business as usual. Fire the experienced, ethical editors and journo’s, bring in the yes-men and women and Jacob’s your uncle.

Deliberate undermining of the judicial system is openly done within the correct procedures. How is that possible? Sadly for our Constitution, it is achieved by simply capturing the Judicial Services Commission. Its members (including Julius Malema) interview potential judges, select those they prefer and inform Pres. Zuma. He makes the appointments.

One quick trick to get rid of any white male (particularly if his qualifications for The Bench are far superior) is to ask the learned gentleman whether or not he is in favour of “transformation.” Should he answer “no,” well then he is obviously a racist and suitable. Should he answer “yes”, well

ON THE CONTRARY



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

then he should understand that a white person like his unsuitable self cannot possibly be appointed. On your bike.

So where do we go from here? Getting angrier at whites may divert attention from the ANC’s racist failures, but it won’t solve any problem. Maybe the growing anger is related to the growing failure of the ANC since 1994. More failure leads to more criticism, which black people may experience as criticism of themselves. More anger.

Is it possible to convince black South Africans that the blame is not aimed at them? Speaking for myself, I blame only the ANC government for government failures. As every loyal South African should.

E-mail: noag@maxitec.co.za

The oft-forgotten importance of business communications

By Keith Bryer

THE trouble with the phrase “business communications” is that the computer people have hijacked it, just as others have commandeered the word “gay.” Today it usually means all things to do with information technology. Its older meaning of talking, writing, and demonstrating, has been lost.

This is unfortunate, to say the least, because in the process a key aspect of business is forgotten: the importance of talking to your staff, your customers, your suppliers, the unions, and the media.

If that seems a long list, there is more: include the various regulators at local, provincial, and national level, all of whom can affect the way you do your business. Note that politicians are not included in the cast. It is deliberate, since they come and go.

The word “stakeholders” covers the rest, even though it evokes images of a Wagner Opera’s chorus line in which the Nordic amazons wield spears.

Small, medium and micro enterprises (for those who prefer an English description rather than the acronym, SMMEs) instinctively know the importance of internal and external communications.

The ones that are family or individually owned also do not usually need reminding. Those with small workforces can get it right as well. It is the larger companies that often fail to get their internal and external communications right. Day-to-day communication need not involve everyone, but any chief executive who does not keep communication uppermost in his mind might find trouble building up to catch him unawares. Putting the subject on every agenda of every meeting in every department would be a good way of getting everyone to think about it, whether it is necessary and, if so, what it could achieve – or prevent.

It is tempting to dismiss these thoughts for the musings of a human resource “practitioner.” But they are not. The last to be involved in business communications is a person who rejoices in the name of “practitioner” or a department called “human resources.”

People are not a business input like steel in an engineering firm. Employees are educated or not. They can read or are illiterate. They understand arithmetic or they don’t. They have opinions, grudges, debts, problems at home, and so on.

You practise on them at your peril. It should

Continued on P43

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