

CAPE Business News

ISSN 1028-1215



FOUNDED 1980

SA: R14.00 (Incl. VAT)

AUGUST 2015

Cape Metal Pressings' 20 years in business

Growing from an 80m² premises in Retreat, CMP celebrates 20 years of customer service.



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Golden Era for Cape Kraft?

Sappi has sold its Cape Town-based Cape Kraft recycled packaging mill to Golden Era Group.



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Construction commences on SKA road project

NMC Civils has started to work on 80 kms of road infrastructure for the SKA site.



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Ka-ching, ka-ching (for now)



Despite the increasingly tough conditions for already hard pressed consumers, Cape-based retailers appear to have come through the first half of 2015 in fairly good fettle. This is according to the various trading updates released recently as well as the latest annual reports.

One common denominator is that most retail companies are remaining firmly on the front foot – either increasing retail space or investing in new innovations and trading platforms. This suggests some confidence that the respective retail offering from Cape-based retailers will hold up in tough trading conditions – especially with news (at the time of going to press) of another (small) interest rate hike and persistent talk of the VAT (value added tax) rate increasing next year.

Woolworths – a hybrid of grocery and fashion retailer, said sales had increased 55% for the 52 weeks of the 2015 financial year to end June. This figure, though, is misleading as it includes recently acquired Australian operation David Jones. If the David Jones contribution is stripped out, then group sales grew 12%. In a further breakdown, Woolies showed food sales increasing 13,5%, with a price movement of almost 8% and sales in comparable stores growing around 7%.

Retail space, including stores in the rest of Africa, grew 10% (net of closures and excluding franchise conversions.) Woolworths clothing sales in South Africa increased 9,6% and by 4% in comparable stores. Retail space in the clothing segment - including stores in the rest of Africa

- grew 7,1% (net of closures and excluding franchise conversions.) General merchandise sales increased by 7,7% and by 5,6% in comparable stores.

Woolies' longer-term prospects appear still to be held in high regard by the market after the company's accelerated book-build exercise – offering staff share incentive schemes for sale – was sold out in double quick time. Woolies advised last month that the book-build was “substantially oversubscribed” and just over 20 million shares were placed with qualifying institutional investors at a premium price.

Kenilworth-based supermarket giant Pick n Pay – which intends spending R5bn on stores and other activities in the next two years – appears to be shifting from a period of introspection into a period of growth. As at March this year Pick n Pay's store portfolio comprised 1,189 stores and 2,2 million square metres of trading area.

CEO Richard Brasher said Pick n Pay opened 127 stores during the year across all Pick n Pay and Boxer formats – including 36 new supermarkets. With 14 under-performing stores closed, the 113 net new stores added 5,2% to total trading space.

He stressed, “We are determined only to grow new space where we are confident that doing so will deliver strong and sustainable returns.”

To this end, Brasher said the group had developed a plan for future space growth that took advantage of an improved operating model – including leveraging improved store efficiencies and an increasingly centralised supply chain. He explained that the

lowered cost of operations enabled Pick n Pay to make more efficient use of existing space.

Pick n Pay's hypermarkets division might also play a key role in driving growth in the years ahead.

Brasher noted, “We have 20 Hypermarkets that contribute meaningfully to turnover and have embarked on a plan to modernise each of these for customers.”

He disclosed that four Hypermarkets had undergone refurbishment – adding that these were inevitably subject to a negative turnover impact during refurbishment, but showed strong sales growth and improved trading densities afterwards.

“As an example, our new and improved Brackenfell Hypermarket in the Western Cape has halved in size, now houses both the liquor store and pharmacy on-site, enjoys a refreshed range of clothing and general merchandise and delivers a significantly improved turnover per square metre at a materially reduced occupancy cost.”

Fashion retailer Truworths expected only a slender increase in profits of between 2% and 4% for the 52 weeks ending June 2015. Group retail sales should increase by 8,2% to R11,6bn compared to a 6,8% increase in the prior period. Most encouraging was that retail sales in the second half of the period increased 12% - which is markedly higher than the first half increase of 5,2%.

Truworths directors said that excluding the retail sales recorded by the recently acquired Cape Town-based retail boutiques Earthchild and Naartjie, group retail sales were up 7,2% to R11,5bn.

Credit sales comprised 70% of retail sales compared with 71% last year. Truworths directors said credit sales increased 10,6% in the second half and 5,4% in the first half. On a like-for-like basis, Truworths store retail sales increased only 4,2% in the second half of the period. Although slightly pedestrian, the second half growth is a marked improvement on the first half when sales decreased by 0,8%.

Still, Truworths reported that its trading space increased by 7,7% (6,1% last year) – which is a fairly confident investment considering the space growth excluded the space increase attributable to the recently acquired Earthchild and Naartjie.

Sportswear and outdoors equipment retailer Holdsport – which trades through the large Sportsmans Warehouse and Outdoor

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State-of-the-art hospital for Tokai



Murray & Roberts Western Cape is building the Melomed Hospital in Tokai for the Melomed Group.

A new state-of-the-art, 148 bed hospital is being constructed by Murray & Roberts Western Cape in the southern suburbs of Cape Town. The Melomed Tokai Private Hospital, estimated to cost R350m and create over 1,000 new jobs, is scheduled to be completed later this year. The project marks a significant vote of confidence in the Western Cape economy and healthcare sector.

Melomed Hospital Holdings is the largest, wholly black-owned and managed private hospital group in the Western Cape. The Melomed Group had its humble beginnings in 1989, with the Melomed Gatesville Private Hospital (also built by Murray & Roberts) being the first private hospital on the Cape Flats. Melomed then went on to acquire Melomed Mitchells Plain and Melomed Bellville hospitals and in 2014 the group established Melomed Claremont Private Clinic, which is a standalone psychiatric clinic in Claremont.

The 17,000m² Melomed Tokai Private Clinic is situated on the corners of Main and Keyser roads, and will be the only fully fledged acute medical facility in the immediate and surrounding community, which, according to the hospital group, is currently underserved with private hospital beds. This will be ably backed by Melomed24, the Melomed Hospital Holdings Group's dedicated emergency response ambulance service.

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All fired up

THE new owners of engine casting powerhouse Atlantis Foundries (AF) endured a warm reception last month after receiving the keys to the Atlantis-based production plant. Instead of taking over a humming production facility on July 1, Neue Halberg-Guss (NHG) found the AF plant incapacitated and badly damaged after a freak fire a few days earlier.

CBN reported earlier this year that automotive giant Mercedes Benz had sold AF – formerly known as At-

lantis Diesel Engines (ADE) to German foundry business NHG for an undisclosed sum.

As a supplier to the competitive global automotive industry NHG could hardly afford to morbidly sift through the ashes at the newly acquired AF plant. Unbelievably, it took just eight days for AF to restore production – with the new owners seemingly pulling out all stops to preclude a damaging disruption to production.

According to a press statement, AF managed to re-commence production in record time after mobilising more than 400 employees and contractors to work together around the clock to repair the damage. This included the laying of more than 14km of new electrical cables and the manufacture and installation of 12 new conveyor systems. AF noted that six engineers were also flown in from Europe.

The fire, CBN understands, was caused by a technical failure when hot metal fell onto conveyors in the basement of AF's production facilities. The fire was extinguished in two hours and no-one was injured.



AF casts more than 69,000 tons of heavy-duty engine blocks per year with onsite machining facilities, and

positive spirit of the whole recovery project team and how they worked together to get us back-up and running

AF managed to re-commence production in record time after mobilising more than 400 employees and contractors to work together around the clock to repair the damage.

has recently secured long-term contracts to supply Daimler Benz in German and the US markets.

Pieter du Plessis, CEO of Atlantis Foundries, said he was "truly amazed by the

so soon."

Aside from staff and the fire teams, he cited great support from Hyflo, Kooltron, Hytec, APL Construction, F&B Electrical, Grace Staffing, MSG Engineering, Breakthrough

Engineering, Optima Hydraulics, Rema-Top-Tip, and Technoserve.

CBN reckons it must be a great relief to Saarbrücken-based NHG, which is the European market and technology leader for the development and production of high-quality engine blocks and single components like cast-iron cylinder heads and crankshafts to Volkswagen and Daimler.

NHG has estimated global sales in excess of EUR500m, and AF appears to be a key component in ensuring revenue and profit lines accelerate over the longer-term.

State-of-the-art hospital for Tokai

Continued from frontpage

The services provided by the hospital will encompass the full spectrum of medical and surgical specialisations and will have 35 adult medical beds and 22 surgical beds. Facilities for babies and children will comprise five neonatal ICU beds and 10 cots. There will also be 15 beds for psychiatric patients and another 15 beds will be available for day patients. The facility will also offer speciality services such as renal dialysis, oncology units that cater for chemotherapy and radiotherapy, nuclear medicine, specialised radiology inclusive of MRI and CT scanning facilities and a pathology laboratory.

The Murray & Rob-



erts Western Cape team on the project have recently completed extensions to the New Kingsbury Hospital, and their acquired knowledge is being shared with the professional team in a proactive manner in order to ensure that lessons learned

are passed on and incorporated into the construction process.

As with any development of this nature, scope changes during the construction process are part of the reality, and Murray & Roberts Western Cape has worked closely with the cli-

ent and professional team throughout the project in order to minimise the impact of such changes through innovative procedures and careful planning.

The client is also appreciative of Murray & Roberts Western Cape's commitment to health and safety on the project, and site agent Wesley Kent champions the ZERO HARM culture, which has been inculcated in all stakeholders associated with the construction works. The project has run for 15 months without a lost time incident and all workers understand their individual and collective responsibilities to maintaining a safe environment.

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Strip curtains minimise dust in production and packaging facilities

THE quality, maximised shelf life and saleability of consumables are dependent on a number of factors, including their freshness. Linked to this is the absence of pollutants and unsafe micro-organisms. Creating favourable environmental conditions with temporary climate control solutions helps keep products healthy and wholesome for as long as possible, and promotes worker productivity.

There are a number of dangers associated with not using temporary climate control measures in food processing, packaging and storage facilities. These include the growth and spread of micro-organisms, even in areas considered clean, due to excessive moisture. A lack of proper airflow may allow contaminants and dust particles to reach food production areas.

If dry foods are exposed to moisture, the resultant mould and bacterial growth can lead to spoilage and food borne illnesses. Without the proper temperature regulation, the shelf life of some foods may decrease. In addition, higher environmental temperatures may lead to the breakdown of vitamins in food,

thus decreasing their nutritional value.

In general, the design of food packaging keeps consumable goods from spoiling and prolongs its shelf life. However, the presence of moisture in a warehouse, for example, may cause metal cans to corrode and paper packaging to break down. This package deterioration could cause food contamination or spoilage. Heat can further deteriorate food packaging, particularly if it comes from sunlight.

Naturally, one of the top priorities in the food processing industry is food safety. Even in the most tightly controlled, sanitised environments, excess moisture and incorrect environmental temperatures can make it difficult to maintain safety standards. However, the incorporation of temporary climate control solutions can assist in maintaining sanitary conditions and ideal temperatures by eliminating excess moisture.

According to Wim Dessing, managing director of Apex Strip Curtains and Doors, there are a number of elements that assist in providing temporary climate control within food processing and other manufacturing facilities. These include HVAC systems, vacu-

um/exhaust systems and barrier control systems. The latter could include customised strip curtains, which allow facilities to create zones that reduce the influx of dust and other pollutants as well as minimise variations in humidity and temperature.

Dessing explains that the ideal would be to include barrier zones at the onset of building design, but that strip curtains can be readily incorporated into brownfield projects. The layout and design of the food processing or manufacturing facility should be adapted to the hygienic requirements of a given process, packaging or storage area. It should allow the flow of material, personnel, air and waste in the right direction.

Dust control is critical in a wide spectrum of industries from manufacturing to food packaging. Woodworking, painting, powdered ingredients/spice mixing and packaging, ceramic cutting/grinding, powdered chemical processing and packaging are just a few of the applications for which it is important.

At the nuisance level, particulate generated from cutting, grinding and mixing can settle on surfaces significant distances from the

operation if containment equipment is not in place. In terms of product quality, uncontrolled particulate matter can spoil or degrade batches of critical materials, whether in chemical or food processing. In addition, there are many instances where high enough concentrations of airborne dust-sized particulate in a closed space can become explosive or flammable.

On a personnel level, airborne dust can be a health hazard to employees, ranging from skin, eye, or bronchial irritation to more serious issues for people with asthma. Most serious can be the potential for particulates to cause lung diseases like cancer.

Apex General Purpose Strip Curtains are designed to mitigate dust and pollutant ingress and can significantly improve the effectiveness of vacuum/extraction systems while offering the opportunity for cost savings, both in the initial cost of the equipment and in direct operating cost. By minimising the area to be exhausted, smaller fans can be used, with less total air movement being required. Lower air velocity through filter media increases the effective particle separation of the device. Additionally, lower air flow through the filter reduces the frequency required for changeout or cleaning.



Apex General Purpose Strip Curtains are designed to mitigate dust and pollutant ingress and can significantly improve the effectiveness of vacuum/extraction systems.

ration of the device. Additionally, lower air flow through the filter reduces the frequency required for changeout or cleaning.

"In addition to reducing the volume of space to be exhausted, Apex General Purpose Strip Curtains act as a very effective physical barrier on their own, blocking transfer of dust particles from one area to another. We

employ stringent quality systems in the manufacture of our strip curtains, using only a specially formulated PVC material, which does not become brittle with use and age. Apex General Purpose Strip Curtains are transparent for optimum visibility and safety, and incorporate the specially designed and patented Balledge feature, which ensures an

effective thermal seal at all times," Dessing points out.

In spite of this efficient seal, the strips are designed to part easily under pressure to allow people and goods to move through unhindered. In addition, the rounded edge on the strips ensures that they do not snag or scratch goods or people as they move from one area to another.

Ka-ching, ka-ching (for now)

Continued from frontpage

Warehouse outlets – looks up for a good profit game this year. CEO Kevin Hodgson said in his recent annual review that Holdsport was entering the new financial year in a very strong position. He pointed out that cash resources were substantial and the ongoing positive cash flow of the business remained a key strength.

"Even more important, our design and procurement skills are better than ever and bear the fruit of the significant steps taken to upgrade these over the past few years."

Hodgson pointed out that the company had signed lease agreements for a further four new stores to be opened in the next fi-

nanical year. There are also plans to relocate two stores. He disclosed that Holdsport's time weighted trading space would increase by at least 6% for the next financial year – well above the cautious 2,1% seen in 2014.

Catalogue retailer HomeChoice is also investing heavily for future growth with plans to build a new 1,000-seater call centre at a cost of R110m adjacent to the company's Cape Town head office. This new centre is aimed at servicing the call centre growth for the next decade. Then HomeChoice will also invest around R65m in systems - including digital platforms, the ERP system, telepho-

ny and infrastructure investments.

HomeChoice directors also noted the "breadth and depth" of retail merchandise ranges would be expanded and extended into new categories. Interestingly, HomeChoice will also focus on developing a new 'bricks and mortar retail store' with the launch of its first large-format store in Cape Town.

Parow-headquartered Supermarket giant Shoprite reported it had increased total turnover by 11,2% to about R114bn in the 12 months to end June. CEO Whitey Basson growth on a like-for-like basis was 4,3%.

He said sales growth was especially strong

in the first half of the year due to Shoprite having an extra trading day (remembering the company had stores closed last year for former struggle icon Nelson Mandela's funeral in December 2013.)

Basson said the South African supermarket division grew sales by 10,5% - up from 8,7% in the 2014 financial year. "This is a strong performance considering the prevailing economic conditions and has led to further market share gains for the period."

Basson said Shoprite's furniture division – mainly the old OK furniture outlets - grew turnover by 13% despite the highly competitive market conditions persisting.



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Seen here representing Voltex are: (L-R) Pieter Groenewald – Impact Energy, Nicholas Strydom – Voltex Witbank, Johan Hattingh – Voltex LSIS, Denzil Iyavoo – Voltex Witbank, Steve Lea – Phambili Interface.

Voltex showcases solutions at MTE Witbank

MTE – the travelling Mining and Technical Exhibitions aims to bring innovative products and energy solutions closer to the mining and industrial sector. Voltex exhibited at the most recent shows held on 12 May at the Tweefontein Golf Club and 14 May at

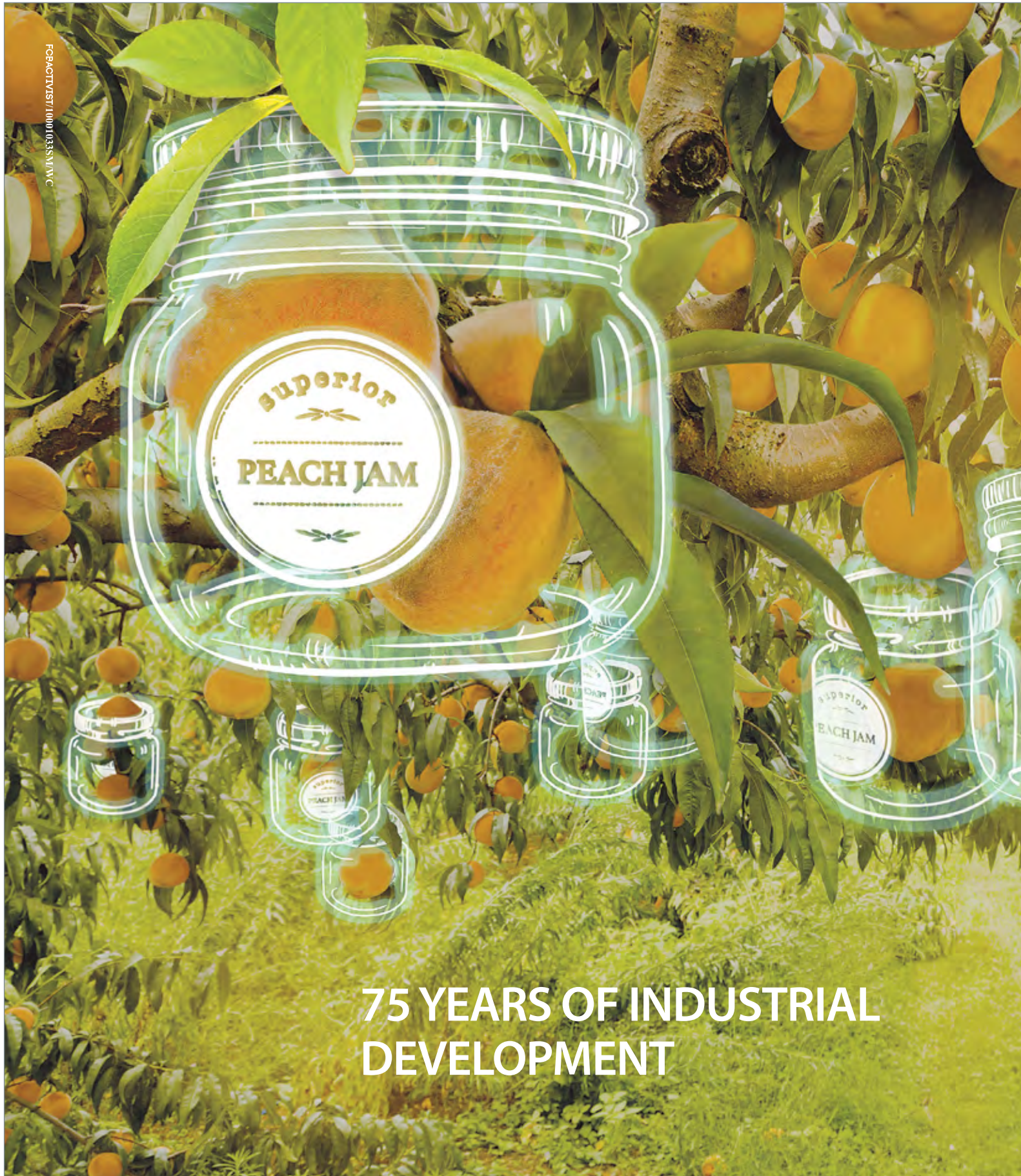
the Landau Recreation Centre. Both shows attracted between 100 to 200 industry professionals as well as commercial contractors.

Energy efficiency was high on visitors' agendas with a good deal of interest being shown in LED products. Contingency measures for alternative

energy also drew many visitors to the Voltex stand which showcased their commercial generators amongst other innovative power generation solutions. Also on exhibit were Voltex's LS breakers and contacts range.

With its broad range of innovative energy

efficient products and various divisions Voltex was well positioned to meet the attendees' expectations. The technical expertise of the Voltex team also impressed visitors and contributed to the positive leads generated at the show and strengthened existing relationships.



Serco offers side roll-up door for truck bodies



THE Robinson Shutter, an aluminium side roll up door, has recently been introduced by Serco for local dry freight customers.

Unlike barn doors that require an unobstructed swing clearance to open and close, the 'roll up door' can be easily accessed from the side, which offers an improved access to load vehicles. The shutters bail up above the door aperture eliminating the need for internal roof mounted rails required by traditional 'roll over' doors that are sometimes used.

The door is easy to operate, offering customers improved access to the load.

The slim aluminium extruded profile makes the Robinson Shutter a lightweight, rattle-free option that is simple to use and available with a variety of durable locking options.

The door is easy to operate, offering customers improved access to the load.

Bakers SA Ltd. have opted for the side mounted roll up doors on seven new vehicle bodies recently manufactured by Serco.

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Your partner in development finance

Success should be a result, not luck

**By Duaan Dekker,
Marketing Manager of
Field Office**

SUCCESS is too often seen as a hopeful, potential outcome. It is human nature to idolise the few incredible “rags to riches” stories, to dream about winning the lotto, or for some incredible opportunity to waltz along and catapult us into riches beyond our wildest imaginings. Too often we place too much faith in that vile four letter word: luck.

Admittedly, there is something alluring about not having to do anything for good things to happen to you. It is wonderful to imagine how no matter what you do, what choices you make, that good fortune will continually befall you and that there will be no end to the money that surrounds you. But that’s the exact kind of thinking that will forever keep you away from your ultimate success.

In our business we apply a simple philosophy, that our success should be an inevitable outcome. If it is not, there is clearly a flaw in our process. This may seem obvious, but let’s look a little closer at the following key points.

The objective has to be clear

You cannot even think of implementing a new process, if you are not crystal clear on what your goals and objectives are. Whether it is a financial KPI, specifics in a SLA, or growth targets; you need to have something clear and measurable to achieve.

You need to map out the process, in detail

If you want to implement a new system, you have to physically map it out. Whether it is on a simple piece of paper or a flow chart on Publisher, you have to map out each interaction, and variation thereof. This will not only help identify what needs to be done by everyone involved, but where bottlenecks may lie.

Don’t try to squeeze water from a rock

Many companies are convinced that they have the right process in place, even if it is not yielding the desired result. They invest heavily in analytics, optimisation software and consultants, hoping that the answer lies in the mountains of data at their dis-

posal. However, Occam’s Razor holds true: the simplest answer is usually correct.

Make sure you put the right process in place

The fact of the matter is, if you are still using a clipboard and paper to visit clients, and if you manually maintain

your databases by typing it into Excel, your process is definitely outdated. The advent of sales management applications, means that now you can place orders, capture data, stay in touch with your workforce and draw detailed reports that will help you analyse every small step towards

reaching your goals. And all of this can be done in the field, where the interaction is taking place.

It is time to stop relying on chance, but to implement the right sales system so that your business success becomes an inevitable outcome, and not a wishful stroke of luck.



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Cape casino capers

THE cards in lucrative Cape casino industry will not be re-shuffled as planned by gaming giants Tsogo Sun and Sun International. Sun and Tsogo – with the help of Grand Parade Investments (GPI) – last year proposed a deal that would have diplomatically spread the ownership of the Western Cape casino segment – purportedly to preclude any

hostilities developing around a much mooted second casino licence for Cape Town.

What was envisaged was that Sun would buy back GPI's empowerment stake in SunWest – the company that operates the cash spinning GrandWest casino in Goodwood and the smaller Worcester casino. Sun would then offer a 40% stake in Grand-

West and Worcester to Tsogo – which already controls the other three provincial licences in the Mykonos, Garden Route and Caledon casinos. The arrangement would have meant Tsogo having influence over all five Western Cape casino licences.

The proposed arrangement was smart, because it effectively removed any incentive to either Sun or Tsogo to compete for a

second casino licence in Cape Town. The mooted second casino licence would not be a new licence, but allow for the transfer of the existing licence of either one of the Mykonos, Garden Route, Caledon or Worcester casinos to Cape Town.

Gaming industry sources argued that neither Sun or Tsogo really relished building another casino in Cape Town – especially since casino spending has been flat of late. If a licence needed to be transferred at some stage, the proposed arrangement would at least hedge the vulnerable Sun, as Tsogo would not really want to diminish its investment in GrandWest by supporting a new casino development in Cape Town.

And if a second licence for Cape Town became a reality then presumably the 'shared' Worcester licence would have been the obvious candidate to transfer to Cape Town – allowing both Sun and Tsogo to benefit from profit flows (and to share the not insubstantial development costs.)

Unfortunately this rather convenient arrangement fell afoul of the competition authorities, and before the Competition Tribunal could make a final ruling the companies called off the proposed deal.

What happens now depends on the provincial government decision around allowing a second casino licence. There has been no official word on the matter, and CBN suspects any progress on a second licence will be driven by the merits of whether a second Cape Town casino will actually increase tax revenues for the provincial (and national) government.

There is an argument that the Cape Town casino market will not grow with a second casino, but rather the existing gambling pie will merely be split between GrandWest and the new casino. Others believe if a second casino is pitched at an upmarket boutique casino, then a new development would harness a new gaming segment rather than cannibalise the existing gaming and entertainment spend at GrandWest.

What will be fascinating to gauge in the interim is whether Sun – which is increasingly looking offshore for growth opportunities – and Tsogo can revisit their proposed deal in a different form.

Currently it seems like Sun will have to return GPI's significant minority shareholding in SunWest. Would there then be a possibility that Tsogo could buy GPI's valuable stake in SunWest directly without the competition authorities raising red flags?

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Stellar performer

STELLAR Capital Partners, the newly constituted Cape Town-based investment company aligned to retail tycoon Christo Wiese, is already making waves. In recent weeks Stellar has triggered a handful of transactions aimed at shaping the business into a vibrant investment vehicle. The spark appears to have been provided by Stellar accepting an offer to buy its 20% stake in vehicle tracking and fleet management firm Digicore. Digicore is being wooed by an American rival Novatel Wireless, and when the mooted takeover deal goes through Stellar will receive proceeds of around R200m.

The prospect of having additional capital on the balance sheet has probably prompted Stellar to execute on two key acquisitions. The first involves buying the minority shareholders in struggling asset management and financing firm Cadiz, which is based in Claremont. Stellar will use its shares as settlement, offering five new Stellar at price of 200c/share for every eight shares held in Cadiz. The chances of Stellar successfully snagging Cadiz – which has an asset management business with R30bn under management – have been greatly enhanced by the company's shares price trading at around 275c/share.

Stellar already owns around 17% of Cadiz, and has received support from shareholders representing nearly half Cadiz's issued shares. Stellar directors contend Stellar – which will be delisted from the JSE – would benefit from the “focus and flexibility” of operating in the unlisted environment. They argued that support from Stellar would help Cadiz's future corporate activity as well as enhance its ability to respond swiftly and decisively to market opportunities. Stellar added that there would also be a consolidation of head office functions and costs as well as greater clarity and flexibility in the turnaround effort with a strong anchor shareholder driving the process.

So far investors seem to like the Stellar approach with Cadiz's market value moving from R287m at the time of the offer proposal to nearly R400m at the time of going to press.

Stellar's second significant transaction has seen the company snagging an influential 3,46% stake in fast growing Cape Town-based industrial services and products company Torre. Torre is an industrial group that

is well known to readers after CBN detailed some of its shrewd investments over the last three years. The company currently holds an array of specialised industrial assets like Tractor & Grader Supplies, Retreat-based automotive group Control Instruments and Set Points Technologies.

Torre services the au-

tomotive, mining, construction, manufacturing and agricultural sectors in South Africa and 11 African countries. Its endeavours have paid off handsomely with the December 2014 interim results showing a 118% increase in headline earnings.

While the Cadiz and Torre investments will form beach-heads for

Stellar's financial and industrial hub, the big question now is what plans are afoot to build on its technology pillar. The company also holds control of Retreat-based electronics manufacturer Tellumat – a business that could conceivably be scaled up with selected acquisitions.

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Siemens variable speed drives on your doorstep



HB Systems carries stock of the SINAMICS V20 at its Somerset West branch.

H B Systems – as Siemens Solution Partner for Automation Systems and Drive Technology – has been appointed as agent for its range of entry level variable speed drives, the SINAMICS V20 range. H B Systems carries stock of these drives at its premises in Somerset West.

According to H B Systems, the V20 drives offer many advantages

over other products, including increased reliability, ease-of-use, low cost-of-use and high energy efficiency.

The SINAMICS V20 VSD is widely adaptable and suitable for use in many applications, including pumping, moving, compressing, processing etc.

These drives have built-in macros for PID control, high torque start for easy breakaway

and a “Quick Commissioning” function.

The SINAMICS V20 is also extremely energy efficient. The integrated ECO mode for V/f and V2/f characteristic loads automatically adapts the motor flux to save energy. Energy consumption can be displayed in kWh, CO₂ emission or even in local currency. During periods where the drive is not in use it can

be set to “hibernate,” thus lowering energy consumption. The V20 can exchange regenerated energy via DC-link coupling between drives, thereby saving more energy and obviating the use of resistive braking components.

The H B Systems team is happy to help with the commissioning and any further support needed for these drives.

New report reveals food price burden on households

A NEW sector report shows that focusing on growing the production of agri-processed goods is necessary to decrease South Africa’s R21bn trade deficit in this area.

Alan Winde, Minister of Economic Opportunities, said the figures contained in the 2015 Bureau for Food and Agricultural Policy (BFAP) Baseline emphasized the need to prioritise the agri-processing sector.

“When researchers studied the National Department of Agriculture, Forestry and Fisheries figures of the average import versus export values between 2006 and 2010, they noted a major deficit. South Africa traditionally uses foreign suppliers to process our own produce, which adds a cost to the final product for local consumers.

“Part of our strategy to grow the size of the agri-processing sector is looking at how we can reduce imports, where possible, by promoting local products. With the cost of healthy eating increasing, opting for local produce will give consumers welcome relief,” said Winde.

The Western Cape Department of Agriculture has developed an agri-processing index, which ranks the best products in terms of employment potential and performance in local and global markets.

“Project Khulisa has identified agri-processing as a key growth sector, presenting a significant opportunity to increase jobs in rural areas. Under a high-growth scenario, this sector could add up to 100,000 jobs to the local economy over the next five years.”

Winde said the BFAP Baseline 2015 was an excellent tool for both the private and public sector.

“The report clearly shows the importance of trade with the rest of Africa. In 2014, South Africa’s exports of agricultural products were worth R104bn. African markets are a key driver of this growth. Over the past 13 years, our exports to Africa grew by 14%, compared to

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Continued on P10

Bearing Man Group distributes Festo

BEARING Man Group has announced that it would become an official distributor for Festo, thereby expanding its range of network dealers even further. Bearing Man Group has a very impressive footprint in South Africa and Africa, with over 100 outlets in South Africa and 10 outlets outside its borders.

“What they believe in, where they are going and how they do things are perfectly aligned to us,” says Warren Harvard, National Sales Manager

quality components, technical expertise and superior service that exceed its customers’ expectations.

Festo, is all about delighting our customers with superior service, technical support and logistics processes to match and in order to keep up with the demand for their products and services, Festo has sought out a distributor whose ideals matches theirs, “and we have found this in the Bearing Man Group,” says Warren Harvard. Bearing Man

“Our customers now have an even greater choice of where they can purchase our products.”

at Festo, “and this is why we approached them and invited them to become an official distributor for Festo. Despite the fact that we are continuously expanding and investing into our resources, we simply can’t keep up with the growth that we are experiencing,” he adds.

Established in 1974 – and through continuous expansion – Bearing Man Group have become the largest distributor of engineering components in Africa, according to the company.

“Bearing Man Group is strongly invested in service excellence and invests a lot of time into continually training their employees to ensure that every customer’s experience is of the highest level of support and professionalism.”

Bearing Man Group also have a ISO 9001: 2008 accreditation that underpins one of the core values of the brand: To deliver

Group has already invested in a substantial amount of Festo products, which they intends to distribute through its various outlets. Customers are now able to make purchase of their favourite Festo products at any one of the various Bearing Man Group outlets and enjoy the same quality and warranties that they would, if they were purchasing it directly from Festo.

“It is all about convenience,” states Harvard. “Our customers now have an even greater choice of where they can purchase our products.”

The next couple of months marks a very busy, yet exciting time for both companies and it’s expected that their customers are going to be delighted with the extended product range of the Bearing Man Group and the convenience of being able to purchase their Festo products through yet another channel.

Pitching is like dating

YOU’RE on your first date: you must make the initial impression the best one in order to lock in a second date: you employ all the skills you have at your fingertips; and voila!

Success:

- Short-term goal for a second date: secured
- Long-term goal for a relationship that lasts: in progress

Like dating, pitching your business or business idea to potential investors or possible partners also relies on a number of basic fundamental truths: being confident without being cocky; being approachable without seeming desperate; being passionate without being immoderate; and having the facts and numbers at your fingertips; and voila!

Success:

- Short-term goal for a second meeting: secured
- Long-term goal for a mutually beneficial relationship: in progress

When dating, certain fundamentals should be avoided, such as answering your phone, belching or arriving dirty. Likewise, when pitching your business to a prospective investor, below are the basics of what NOT to do:

Avoid buzz words and jargon

These can sound the death knell of any new interaction. Use easy-to-understand language, crisp, concise and simple. Include actual anecdotes and humour; be witty without being corny or sarcastic; and never ever talk down to anyone because you think they won’t understand your ideas. Be genuine, be real, be sincere.

Go easy with the PowerPoint presentation

Yes, we all know that it looks good, sounds good, is professional and pleasing to the eye.

But it’s you they want more of, rather than the accoutrements, just as when on a first date it’s the impression you make as a person rather than the clothes you wear, the car you drive, the art you own, that captivates the heart. Rather ensure that the initial attention is focused on you and your ability to share your exciting venture; and only then bring on the PowerPoint, as the dessert rather than the main course.

Don’t ignore advice from those around you

You sound out your best friend about what you should wear, which restaurant you should visit – and even if you don’t take all the advice, it’s comforting to know that two heads are better than one and could work in your favour during the date. So too when preparing your pitching message, play it first to a captive (but honest) audience – family, friends, colleagues – that will criticise positively and help you see the errors that you missed because you’re too close. In this way you will gain perspective, confidence and practice.

From first base to home run

- First base: you approach the date with a mixture of trepidation and anticipation, hoping there will be a connection. The initial pitch too, is nerve-wrecking, as you want to come across polished and succinct, listen and connect.
- Getting to second base: will she/he be responsive enough for you to push ahead? Will the company show increased interest and commitment to invest, or at least want to know more, more detail, more faces?
- Third base: will the connection deepen or is rejection imminent? Patience is the key ingredient during this stage. Hopefully there



The 2015 Engen Pitch and polish workshop and competition teaches local entrepreneurs to polish their pitch.

have been indications of joint moving forward – great excitement but muted till there is more confirmation.

- Fourth base: You scored! Birds of a feather, shared interests, common path – it’s working! You receive positive input and constructive feedback; introductions to other partners / stakeholders; supplying necessary and additional information; ready to forge ahead.
- Home run: Marriage? Strong business relationship;

contracts signed for commitment from both sides; agreement on necessary financing needed; both parties fired up with enthusiasm and ready to move forward.

You deserve to win. It all begins with the first pitch!

You’ve read all the above – you’re eager to start – so now the best way is to register for the 2015 ENGEN Pitch and Polish workshop and competition, which is looking to discover the nation’s most promising local entrepreneurs by teaching them to polish their pitch. This

annual programme, in association with Engen Petroleum Ltd and long-standing media partner, SAfm, has impacted thousands of entrepreneurs and continues to reach and teach eager entrepreneurs. While on the course you will learn business fundamentals and be shown how best to access funding through your ability to share your vision effectively. Then, at the close, your polished pitch is ready to go. You will also stand a chance to win prizes and money.

Register now to attend or compete. Sms PITCH to 45901 (charged at R1.50 per sms) or register online at www.pitchandpolish.com

On a Knife's edge

THE best laid plans appear to have gone awry at African Dawn Capital (Afdawn) – the listed vehicle accommodating Cape Town venture capital specialists Knife Capital. The share was suspended on the JSE last month as Afdawn could not publish audited financial statements timeously. The delay was not caused by Knife, but by a legacy issue relating to the old Afdawn (initially a micro-lending business.)

If there is a silver lining, it might be that the unexpected setback has seemingly reinforced Knife's determination to press on with its ambitious venture capital endeavours.

The hitch in publishing audited financials dates back to late 2013 when Afdawn acquired Knife Capital in a R10m reverse takeover deal. One of the businesses that remained behind from the old Afdawn was the Elite Group – a lending business that was initially slated for sale (but these negotiations fell through.)



An "accounting error" in Elite has been cited as the main reason why Afdawn shareholders have not yet seen the company's results to end February 2015. At the time of writing the quantum of the error at Elite was still being assessed.

Once the Elite matter is cleared up, Afdawn directors reiterated that Knife Capital would remain a 100% held subsidiary, "as it is vital to capacitate the group to execute its vision of investing in innovative entrepreneurial businesses."

Some of the main players at Knife include Keet van Zyl – a re-

nowned venture capital specialist formerly linked to technology billionaire Mark Shuttleworth, and Andrea Bohmert, who worked with software icon Haso Plattner's venture capital fund.

Probably the best news is that Knife is in the process of raising a R50m venture capital fund with an initial minimum size of R25m. The fund will be managed by Knife, and Afdawn has committed to contribute at least 10% of the initial R25m.

But before things can really get going at Afdawn there are a number of 'housekeeping issues'

that need to be sorted out. These include the SARS settlement of tax obligations; divestment of non-core assets and the finalisation of additional provisions and write-offs on Elite. Hopefully these matters can be swiftly dealt with as Afdawn directors reckon the company is in a position to take advantage of imminent investment opportunities presented to Knife Capital and its entrepreneurship development programme, Grindstone Accelerator.

Clearly the next few months will be critical in determining whether new look Afdawn can cut to the chase ...

New report reveals food price burden on households

Continued from P8

the EU which saw an 8% increase."

"This study allows us to map patterns like these and assess whether our programmes are responsive to global trends. I would like to encourage the private sector to consider this report in making their own plans."

This year, the report also illustrated the impact of the hike in electricity costs on households' food choices.

Researchers looked at the results of focus groups held by the Pietermaritzburg Agency for Community Social Action, which revealed that electricity cost increases were changing the eating habits of residents in lower income households. More consumers were moving away from

maize meal to rice, because rice has a shorter cooking time. Maize meal is fortified and has greater nutritional value compared to rice. In addition, the price of rice is likely to increase as the rand depreciates, which will put additional pressure on lower income families," said Winde.

The BFAP Baseline 2015 provides projections for key sectors, including meat, milk and dairy products, wine, sugar and grains.

Trends in the report include:

- The cost of healthy eating is climbing faster than inflation in South Africa. Between January 2011 and April 2015, the cost of a healthy eating plan for a family of four rose by 36%.
- Household income

is rising, but so are debt levels. The average household income increased from R6,928 in 2009 to R10,525 in 2014.

- The highest ever real net farm income was recorded in 2014.
- The number of credit accounts increased by 18.5% over the same period. At the same time, the number of rejected credit applications rose to 53.5% in 2014, compared to 43.9% in 2009.
- Keeping in line with global trends, urbanization is on the rise. The rural population size increased by 9% between 2007 and 2014, while the urban population grew by 29% over the same time.

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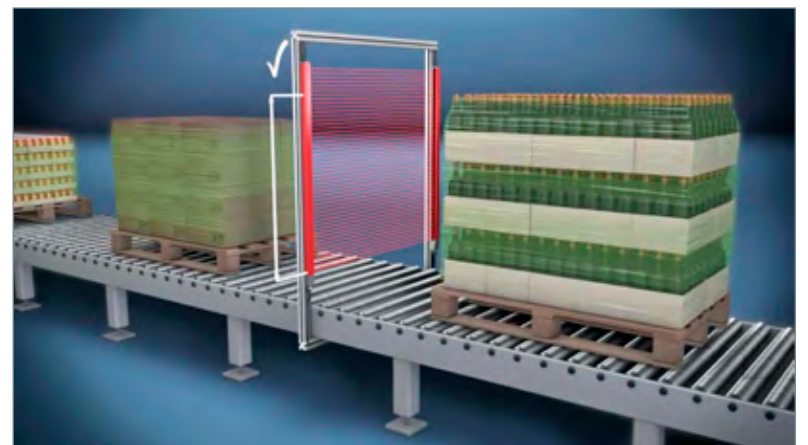
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Light curtains that measure at low temperatures



The Leuze CML 700i light curtains have been engineered to be used in applications with temperatures as low as minus 30°C.

ACCURATE measuring and sensing at low temperatures offers its own challenges. The Leuze CML 700i light curtains have been engineered to be used in applications with temperatures as low as minus 30°C. An important bonus is that this high-tech sensor offers and integrated Profibus interface.

With its intelligent fastening concept including an optional plug outlet at the rear, the Leuze CML 700i light curtains can be very flexibly integrated into an operation. Use of these specially developed light curtains allows mounting without detection gaps very close to the operational (transport) system.

The plug design facilitates use of the light curtains in a cascaded

configuration, and this is especially useful if measurement lengths of greater than three meters are required. An integrated alignment mode and visible display of the received signal level simplify and accelerate alignment.

With the extremely rapid response time of as fast as 10 microseconds per beam, even very fast processes can be reliably detected and the measurement data recorded. In addition, the possibility to reliably detect transparent media increases the process reliability in many cases.

Together with integrated interfaces for Profibus, the Leuze CML 700i light curtains also interface with CAN bus, RS485 and I/O-Link. The data can also be transmitted via ana-

logue outputs, whereby both the control unit as well as the interfaces are housed in the receiver unit which means that additional devices such as gateways do not need to be mounted. Configuration can be performed directly via the control where all settings remain stored. This also means that it is possible to exchange a device without reconfiguring it.

The full range of Leuze CML light curtains is available from leading sensing solutions specialist company, Countapulse Controls. With more than 35 years of experience in providing appropriate sensors across of wide range of industries in southern Africa, the company also offers a technical hotline to assist customers.

Summit Crane Hire's new addition opens doors in the Western Cape

CAPE TOWN-based Summit Crane Hire has a new addition to its family of cranes. The new 400ton mobile crane can reach up to 130m and can pick up to five tons at a distance of 80m. This is very exciting and a welcome addition to the smaller cranes that Summit Crane Hire has on its fleet and within the growing marine industry and renewable energy industries.

This new crane has a longer reach and its heavy lifting capacity offers more versatility on site.

"The beauty of having the bigger crane is that it can also do the work of a smaller crane when need be, yet the client still has the option of the longer reach and to lift heavier loads," says Leonard Openshaw, General Manager of Operation and Sales at Summit Crane Hire.

The crane can be built into a variety of configurations, depending on what

needs to be lifted, at what distance and to what height.

"We can custom build the crane according to the client's needs and requirements. From an operational perspective it means that in one day you can manoeuvre the crane to different angles and work at different heights at the same time."

With developments in the Saldanha region, Cape Town, Port Elizabeth and Coega, there is an increasing need for cranes that can do heavy lifts. By focusing on filling this need, Summit Cranes is now able to provide its clients with a range of lifting solutions, from small to very large cranes.

"This crane will help save time depending on what the client wishes to do on any specific site. For example, on a wind turbine site, you can use this crane to do three or four constructions in the same area without having to move

the crane. Whereas if you use a smaller capacity crane, you might need to move it more."

"We have a lot of oil rigs that come into the Cape Town, Coega and Saldanha region and the new crane is ideal to service them in terms of the height of the oil rig and to be able to reach the other side of the rig. A normal mobile crane simply doesn't have that capacity," Openshaw says.

"The value for the customer that he is able to do tasks that he might not have been able to do with other cranes. It crane is located in Cape Town and provides more options to clients. In the long run our clients can save a lot of money."

"Until now if a client needed a crane of this size it would have had to be mobilised from Johannesburg or Durban. This takes up to 13 trucks to move, at considerably higher cost than if it is available locally."

To set the crane up at

full capacity takes a full day (with another full day to break it down once the job is done.) It needs around 130m in length to set it up in this configuration.

"The crane is set up in the lay-down configuration then lifted up some degrees to put the hook block on. Once that is completed, the luffing jib is lifted up to 90° and the main boom is pushed out," explains Openshaw.

It takes a four-man rigging crew and has 144 tons of counterweights that has to get placed on the back of the crane. It comes with 70m of luffing jib and it has a 60m main boom.

The crane can operate without the luffing jib section, which means it can operate to the 60m main boom as well.

A Summit Cranes manager is onsite at

every project it is involved in, regardless of the size, ensuring that the client has one contact person that will manage its part of the project on the day.

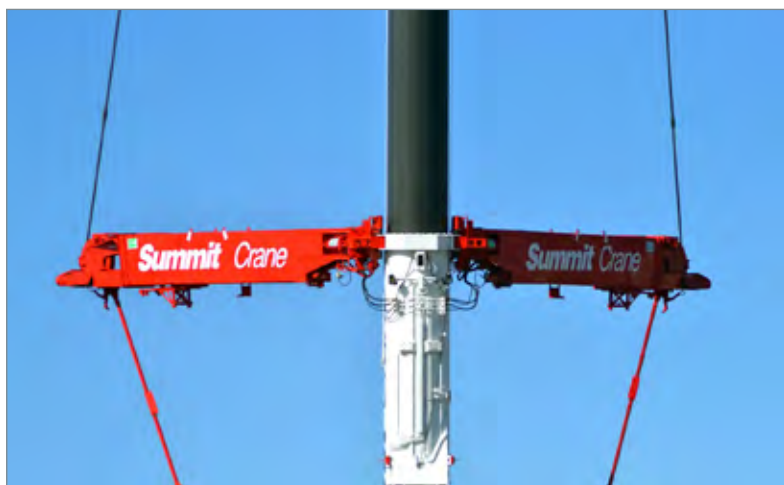
It also offers technical insight to its clients in the negotiation phase of any project, ensuring that the customer quotes for the right equipment upfront. This saves time and potential unforeseen costs later

in the project.

"We offer a full turn-key service to our clients if they have a requirement for a specific project. Summit Crane Hire also does the sight inspection with them and gives advice on what cranes they believe should be utilised on the project - thus enhancing the efficiency on the project in order to meet deadlines and budget," Openshaw concludes.



Summit Cranes new addition can reach up to 130m and lift up to five tons at a distance of 80m.



Summit Cranes offers a full, turnkey solution.



Summit Cranes new 400 ton crane's longer reach and heavier lifting capacity offers more versatility on site.

HELPING TO LIGHT UP AFRICA

AFRICA'S ENERGY CHALLENGES EASED BY RENEWABLE POWER GENERATION TECHNOLOGIES

- AFRICA HAD 147 GW OF INSTALLED CAPACITY IN 2014
- COMPARABLE TO THE CAPACITY CHINA INSTALLS IN ONE - TWO YEARS
- AFRICA HAS YET TO BUILD ±2/3 OF THE ADDITIONAL CAPACITY NEEDED BY 2030
- RENEWABLE POWER GENERATION TECHNOLOGIES ALONE WILL NOT MEET AFRICA'S ENERGY CHALLENGES
- REGULAR ELECTRICITY BLACKOUTS IN MANY AFRICAN COUNTRIES, COST THEIR ECONOMIES 1 - 5% GDP ANNUALLY
- CONTINENT NEEDS TO ADD ±250 GW BETWEEN NOW AND 2030 TO MEET DEMAND GROWTH
- WILL COST BETWEEN \$120 - \$160 BILLION ANNUALLY OVER AND ABOVE EXISTING LEVELS TO BRING ENERGY ACCESS TO EVERYONE BY 2030
- CURRENT RATES OF ELECTRIFICATION IN AFRICA BETWEEN 10-20%
- X10 SUB-SAHARAN AFRICA NEEDS A TEN FOLD INCREASE IN INSTALLATION CAPACITY TO BRING EVERYONE POWER BY 2030
- AFRICA'S ±1 BILLION PEOPLE ACCOUNT FOR SIXTH OF THE WORLD'S POPULATION BUT
- GENERATES ONLY 4% OF GLOBAL ELECTRICITY

AFRICA LACKS POWER ON A GLOBAL SCALE

GW = GIGAWATT MW = MEGAWATT

ELECTRICITY GENERATING CAPACITY

Year	World	Change	Africa	Change
2006	4,298,857 MW	-	117,165 MW	-
2011	5,331,045 MW	24%	137,651 MW	17.5%

ELECTRICITY PRODUCTION

Year	World	Change	Africa	Change
2006	18,018,435 GW	-	556,283 GW	-
2011	21,080,878 GW	17%	654,809 GW	17.7%

654,809 GW ELECTRICITY PRODUCTION IN AFRICA 2011

Country	Percentage
South Africa	37.17%
Egypt	22.55%
Nigeria	3.92%
Algeria	7.34%
Mozambique	2.54%
Zambia	1.73%
Ghana	1.67%
Kenya	1.16%
Angola	0.84%
Ethiopia	0.78%
Uganda	0.38%
Namibia	0.24%

STANDARD BANK IS HELPING TO SOLVE THE PROBLEM BY DRIVING AFRICA'S POWER POTENTIAL

SECTOR FUNCTIONS EFFICIENTLY
GETFIT SMALL HYDRO SCHEMES SPONSORED BY KFW HAVE SUPPORTED THE IPP MODEL

- 3800 MW POWER GENERATING CAPACITY
PLANS TO BOOST CAPACITY TO 20 000 MW BY 2020
- 2100 MW POWER GENERATING CAPACITY
PLANS TO DOUBLE CAPACITY TO 4000 MW
- 40000-6000 MW HYDRO POWER POTENTIAL ANNUALLY
- CONSTRUCTION OF FIRST IPP COAL POWER STATION
3160 MW HYDRO CAPACITY 300 MW GEO THERMAL CAPACITY
- 2467 MW HYDRO CAPACITY
- 1050 MW GAS CAPACITY 50 MW OFFSHORE WIND CAPACITY
- 80 MW HYDRO CAPACITY 250 MW HYDRO CAPACITY
- POWER STATIONS STILL TO BE COMPLETED AND WILL PRODUCE 1200MW OF COAL FIRED POWER
- ±1000 MW FROM RENEWABLE ENERGY
1.5 GW OF COAL-FIRED GENERATION POTENTIAL
- 712 MW OF RENEWABLE CO-GENERATION POTENTIAL
REIPP PROJECTS HAVE CONTRIBUTED 243 MW OF POWER TO THE GRID IN 4 YEARS
- AFRICA'S 2ND BIGGEST PRODUCER OF GEOTHERMAL POWER
- WILL DEVELOP AN 83 MW FUEL OIL POWER PLANT
1646 MW GEO THERMAL GENERATING POTENTIAL
630 MW WIND POWER GENERATING POTENTIAL
1920 MW COAL-POWER GENERATING POTENTIAL
- WAITING FOR MCC TO SIGN COMPACT
PLANS TO PROCURE ITS FIRST IPP IN 2015
- 800 MW HYDRO CAPACITY
2600 MW COAL-FIRED CAPACITY
- TWO GAS IPPS TO START CONSTRUCTION IN 2014
HAS OVER SUPPLY OF ELECTRICITY
- 4775 MW HYDRO POWER GENERATING CAPACITY
COAL STATION IS BEING BUILT

Standard Bank
Also trading as Stanbic Bank

Cape Metal Pressings' 20 years in business

CAPE Metal Pressings (CMP) is celebrating its 20th year in business and Cape Business News met up with Gerald Stark, owner and founder, to share the company's journey.

The Cape Metal Pressings journey began in a shared building in the Retreat industrial area in 1995 where it rented 80m², and as with most start-up businesses the owner wears many hats and learns to do a bit of everything from sales, design, manufacturing, operating, invoic-

ing, banking, deliveries and bookkeeping.

"It's a steep learning curve," assures Stark. "There were many ups and downs to get the company to where it is today and many times that I felt like throwing in the towel and going back to work as an employee. As a qualified press toolmaker it would have been easy to get another job, but pride, passion and persistence forced me to keep going; to try again. More importantly I had a young family that I had to provide for, and

my wife and I wanted our kids to have a good education and the opportunity to attend university – something we never had."

With hard work and the ongoing support of its long-standing customer Gabriel Shock Absorbers, Cape Metal Pressings grew slowly but surely, and progressed first to a 250m² factory unit then to a 400m² unit. By now the company had around fifteen employees and a few more machines and more importantly its customer base had also

grown. Stark was able to employ toolmakers, press setters and admin staff giving him more time to manage the growing business.

Also at this time – and with pressure from the motor industry – CMP recognised the need to become ISO 9001 compliant. Being ISO 9001 compliant from 2000 opened new doors for CMP, and through Gabriel Shock Absorbers it ventured into the export market and started exporting metal pressings to Mexico, Colombia and Venezuela and importing specialised shock absorber steel from Germany.

In 2005 – once again needing more space – Stark took the plunge and re-mortgaging his family home, purchased two plots of industrial land at the newly developing Capricorn Business Park near Muizenberg. After negotiation with the bank the company received a loan and built its first factory in June 2006, when the CMP team moved into its brand new 750m² factory. The company continued to grow steadily and weathered the 2008 downturn. With more work from the motor industry CMP upgraded its Quality Management System to ISO9000 / TS16949 2009.

The internet helped to bring in more customers for CMP and it was fortunate that the company was named 'Cape Metal Pressings' as this, combined with an up to date website put it at or near the top of Google and Yahoo when searching for metal pressings in the Cape.

CMP took a hit when it lost its second biggest customer Ziton when it was taken over by a multinational company and later split up and absorbed by subsidiaries in Poland and USA. Although the company still supplies to the new enterprises, the bulk of the work went to China.

However, CMP gained new customers like Bergvik Flooring -



The Cape Metal Pressings factory floor.



Quality controller doing her pre-delivery check for defects.



Various, typical mass produced components.

which it supplies locally as well as to its US and Swedish plants – as well as Stellenbosch-based Resulta, Lesotho-based African Clean

Energy and Paarl-based Betafence – all new enquiries coming via its website. "We can truly say we are a customer fo-

cussed company as we have achieved Supplier of the Year on many occasions from our

Continued on P13

Wishing
Cape Metal Pressings
continued success
on its
20th Anniversary

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Founded in 1995 in Cape Town, Western Cape, South Africa, Cape Metal Pressings has established itself as a contender to be a "World Class" supplier of metal pressings to various industries. We offer our customers a full service, from press tool design, to manufacture of press tools, to tool trials with level 3 ppap, and production.

As an accredited ISO 9002 company since October 2000 and ISO/TS 16949 accredited since November 2004 we base all our company practices and procedures around our Quality Management System.



Cape Metal Pressings' 20 years in business

Continued from P12

main customer Gabriel Shock Absorbers and we have glowing Customer Reports from all our customers every year. We strive for long-term sustainable business relationships with our customers and certainly not in it for the 'Quick Buck,'" says Stark.

In the last few years it received awards from Cape Chamber of Commerce and Productivity SA.

"We were benchmarked through Productivity SA as being just outside a 'World Class Supplier.' Areas of concern were sales and financial awareness. To this end we upgraded our website and I attended a nine week course on the basics of Financial Management at UCT scoring an average of 71%," continues Stark.

The company was involved with Productivity SA in a two year "Workplace Challenge" course that has seen its factory floor split up into mini business units where the employees are empowered to manage their mini business units and interact with their internal "upstream" and "downstream" customers.



Components stacked in staging area.

main award is the 5S award that takes place every quarter and also carries a monetary prize for the best performing mini business. The 5S discipline is a Japanese methodology which describes how to organize a work space for efficiency and effectiveness by identifying and storing the

a job if I don't think I can supply – one of my biggest fears is to let a client down and affect his business. We are committed to long and sustainable business relationships with our customers."

"Times are tough in the manufacturing sector, but there are opportunities - we just have to work harder to find them. Interestingly we have seen an increase in enquiries from the solar, motor, fencing and security industries."

"We are a company that is are proud of our achievements and quality standards. Cape Metal pressings management team is a dynamic team with a combined total of 125 years of experience in the tool making and metal pressings industries. We are customer focussed, as our customer reports and supplier awards can testify. Going beyond our customers' expectations is what we aim for with each of our customers. We enjoy the challenge of a new project and take pleasure in seeing it through from enquiry to delivery. Together with our workforce we aim to make Cape Metal Pressing a "World Class" metal pressings supplier."

"I would like to thank all our suppliers and our customers for their support over the last twenty years, and also my staff without whom CMP would never survive," concludes Stark.

Investing in skills

Stark has involved his company with many projects to better the skills develop-

ment in his company and the surrounding community of Capricorn – formerly known as Vrygrond.

"We have enabled a number of students to qualify as press toolmakers in a four year tool making apprenticeship. We also take students from the Western Cape Tooling Initiative for on-the-job training for periods of three months, and we currently have employed a trainee tool designer who received six months training at the Advanced Institute of Tooling in Stellenbosch. We make use of any training opportunities that arise from first aid, forklift driver training to computer training in MS Word and Excel."

Q – What are the rewards of this job?

A – "The biggest reward is to be able to give jobs and the proper training to unemployed people and see them grow and prosper. It's great to see people choose to move up in life and take advantage of what permanent employment can offer them."

Q – What have you learned over the years?

A – "You can have the best equipment and machines that money can buy, but if you don't have motivated and trained staff behind you it will always be a struggle. What you invest in your staff in terms of time, effort and caring is what you will get back."

Investing in the community

Through African Clean Energy (A.C.E) Cape Metal Pressings was involved in a goodwill project that saw it manufacturing parts to build small wood burning stoves that are shipped to Maseru for assembly and then distributed into Lesotho, southern Africa and beyond.

"The stoves are very efficient and will reduce the effect that traditional cooking fires have on the environment. It is hoped that these stoves will help prevent the use of paraffin for cooking and heating in the townships which often end in spills and fires," says Stark.

CMP is involved closely with the Vrygrond community and make use of the "The Link" to employ people from the lo-

cal community. The link is an NPO set up by residents of the local community of Marina da Gamma to help the people of

Vrygrond find employment in Capricorn Business Park.

Stark is also a member of the Vrygrond Community Develop-

ment Trust whose main aim is to uplift the community by means of education through early childhood development centres to grade 10.

R & D Electronics are manufacturers of Domestic and Commercial Light Dimmers.

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45th Anniversary
Congratulations to Cape Metal Pressing on celebrating 20 years in business

"I would like to thank all our suppliers and our customers for their support over the last twenty years, and also my staff without whom CMP would never survive."

CMP is a member of the Western Cape Tooling Initiative that supports SMME's, and whose primary task is to rehabilitate and grow the Tool, Die and Mould making (TDM) industry in the Western Cape, ultimately growing the manufacturing sector as a whole.

The company has weekly production meetings, a monthly management meeting and a monthly staff meeting. At the monthly staff meeting the staff are updated on all that is happening at CMP. Employee involvement is an integral part of the company and it is very "team" orientated. It achieved its level 3 BBBEE status in 2010.

"We have a suggestion scheme where employees are encouraged to put in suggestions for improvements in their areas, an employee of the month for those who go the extra mile and 100% attendance awards – all carrying a monetary reward. The

items used. We have also adapted the 5S methodology to include many other qualities that we want to promote like timekeeping, document control and many others," explains Stark.

Running out of space again in 2013, CMP completed a second ±700m² factory in Jan 2014, directly behind the first one. These are linked for easy access. CMP also made use of the DTI's Manufacturing Competitiveness Enhancement Programme to purchase and install four brand new press lines along with new compressor and projection welder to keep up with the demand from its new customers.

"We have a few competitors in Cape Town, however we don't see them as competitors and in some cases we actually share work with them and we tend to help each other out by passing on jobs best suited to each," says Stark. "I won't take on

Family values endure in 25 years of business



**PENINSULA
PNEUMATICS / HYDRAULICS
& ENGINEERING SUPPLIES cc**

Peninsula Pneumatics / Hydraulics & Engineering Supplies celebrate their silver anniversary this month, completing 25 years' service to Western Cape industry.

Those with a good memory will remember a special occasion in a particular year, say 1990, others will identify events, songs or movies perhaps.

Home Alone, Total Recall and Pretty Woman were the some of that year's popular movies, songs that made it include *Sacrifice, Ice Ice Baby, Unchained Melody* and *Nothing Compares 2 U*.



On a more serious note East and West Germany were reunified, Iraq's invasion of Kuwait, began the Gulf War, Nelson Mandela was released after 27 years behind bars and Namibia gained its independence from South Africa.

While Josh and Joyce Jooste remember these events their most vivid memory of 1990 was the day when they set up shop in Paarden Eiland and Peninsula Pneumatics / Hydraulics & Engineering Supplies (PPH) opened its doors for the first time. Fast forward to July 2015 and they celebrate the firm's 25th anniversary – no mean feat for a small, family owned and managed business that operates in the cut and thrust of highly competitive world of industrial pneumatics and hydraulics.

Honesty and integrity are guiding principles

A modest man, Josh needs to be coaxed to reveal his successful formula of how the business flourished when statistics dictate that most small businesses don't make it past the first five years.

"I guess it's really a question of one's attitude, values and approach to life" says Josh and having a good woman behind you to keep you on the straight and narrow!"



"We've always operated with honesty and integrity and most importantly, viewed the business' bank account as belonging to the business, and not to be dipped into by its owners. From the start, we paid ourselves a modest salary and any surplus was invested in stock" said Josh.

Joyce echoes the sentiment and as the business' financial manager said that they have always operated without bank support and they own their own 1,000m² premises in Paarden Eiland. "We wanted to create a sustainable business with reliable suppliers who shared our values. This rubs off onto the customers who receive high quality, reliable equipment at a fair price. We like to think that our extensive experience which translates into friendly advice, problem solving abilities and reliable service is why our customers keep coming back" she added.

PPH has long standing agency agreements with predominantly Italian suppliers having found them to be amongst the most competitive and manufacture to European ISO and DIN industry standards. This ensures customers of a wide range of reliable, quality products at a fair price. Also having suppliers from one country of origin simplifies transport costs and import logistics.

Knowing the business

Strong family values permeate the PPH business which is hardly surprising as Josh & Joyce's children have also added to the firm's success over the years. Whilst all three have made a contribution, son Algie has taken the reins allowing mum and dad to take things a little easier.

Says Algie "The success of the business has been down to a steady growth over the years and although only 13 members strong our reputation and relationship with other players in the industry has stood us in good stead. We understand the dynamics of the industry and while we are competitive and protect our market share, our business model has proved to be the right 'fit' in the field we operate.

"We have a fully equipped workshop and mobile service crews to provide on-site service and design systems or sub-systems for end user applications. Often we see customers who just need advice as to how to overcome a particular fault or problem, and we are happy to advise then and suggest an economical solution. Many of them have been elsewhere first or been sold cheap components from the East which failed. We don't handle those kinds of imports which are unfortunately flooding the market and creating very unhappy customers while damaging the reputation of agents and distributors. Those who buy on price alone usually get what they paid for!

"Many of our staff members have been with us since the beginning and are loyal and trusted individuals who care for the business as much as they care for themselves. This attitude is very unusual to find in today's climate of making a fast buck and expecting something for nothing" said Algie. "We are very customer centric and always endeavour to uphold the company's motto; 'We are there for you'.

And the next 25 years?

Asked about the next 25 years, they all laughed! Josh and Joyce, as they had done their bit, and Algie as he

contemplated future business conditions.

"I don't see us deviating too much from a trusted formula of steady growth and our current business model. Providing we keep a finger on the pulse, our growth will follow that of the industries we serve. We have excellent agency agreements and satisfied principals who provide us access with their latest technology and cutting edge products, which keeps our customers happy" he said.

"To maintain our biggest asset – service – we need to ensure we have the people to provide it. That's why we look for people with an interest and a passion for pneumatics and hydraulics, train them and enhance their skills" he explained.

Top agencies provide quality products

PPH represent some of the top agencies in the world of pneumatics including Metal Work Pneumatic who specialise in components for automation systems, ODE Solenoid Valves, Eurofit fittings and adaptors and Castello Italia tubing.

PPH are also the agents for Goyen Mecair Dust Filter Cleaning systems and also supply Automa Pneumatic & Electric 1/4 turn actuators.

Workshop & on-site services

Its workshop services provide cylinder assembly, repairs and testing, building pneumatic and electro-pneumatic control panels to customer specifications, building hydraulic power packs, servicing and repairs to all types of pneumatic and hydraulic equipment and testing. On site services include pipe installations, whether pneumatic or hydraulic including testing, servicing and fault finding.

So whether *Home alone* or *Edward Scissorhands* conjure up memories of 1990, those in the know will also remember that PPH started small and are still around providing quality and friendly service to the hydraulics and pneumatics industries of the Western Cape.



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Manuli Fluiconnecto finds its place in SA

MANULI Fluiconnecto is an international distribution organisation, offering a complete range of high quality hydraulic components and technical services to a range of industries. Its hydraulic products are distributed to the mining, agriculture, marine, earth-moving, transport, material handling, lifting, industrial cleaning and general market sectors. Manuli Fluiconnecto is a division of Manuli Rubber Industries (MRI), a group of companies dating back to 1935. The origin of Manuli Fluiconnecto dates back 30 years with the establishment of Sonatra (Society Nantese de Transmission.) The company was based in France with the aim of providing hydraulic services and technical expertise to the global market.

In the early nineties, the Manuli product was available through distribution in South Africa. In 2008, a decision was made to open direct in South Africa and Powerforce, a well-established distributor based in Witbank, Mpumalanga, in the heart of the coal mining sector, was the first company to be purchased, and the first Hydrosop in South Africa was opened there. This enabled Manuli Fluiconnecto to capture the already existing market with the continuous supply of their product to the mines, and in addition, being able to provide an added value service to their customer in the form of an extensive global network representation of the company.

The success of the acquisition sped up the process of setting up a Head Office in Johannesburg. The Head Office forms a vital function in the administration, finance, training and support of staff and the distribution of product. Manuli Fluiconnecto now boasts eight Hydrosops, strategically situated to service the industry nationally.

Manuli Fluiconnecto SA is currently 25.5% Black Owned and a 100% BEE procurement recognition level; 100% Enterprise Development contributor and 100% Socio Economic Development contributor. The company has implemented a quality management system compliant to ISO9001: 2008 and OHSAS 18001: 2007 certified

“Our fundamental business principles and core values encompass placing the customer

first by understanding their needs and exceeding their expectations,” says Colin Hood, general manager at Fluiconnecto.

“When we opened up in Cape Town, we initially found it difficult to penetrate the local market but relationships were quickly established and Fluiconnecto Cape Town is now well known in the local market and doing very well.”

Manuli Fluiconnecto carries a range of over 1,400 standard line items as well as diverse range of specialised products for all industries. All products are tried and tested to meet stringent local and international standards and the company is committed to producing products of the highest quality.

Hoses

Manuli Fluiconnecto's hose product range offer a wide variety of solutions for all industry sectors.

It has a standard universal range of braided and spiral hoses available, as well as an extreme hose range for high impulse, high pressure and high temperature applications. It now also has the complete range of mobile air-conditioning hoses as used in most OEM (Original Equipment Manufacturer) vehicles.

“Our comprehensive range of specialised hose assembly machinery supports our product line.”

These range from small mobile hand crimpers to those capable of crimping 3” 6 spiral hose assemblies and a complete range of cutting and skiving machines, to complement the company's already vast range even further.

Fittings

The fully comprehensive range of fittings cover all end terminations for all industries. MF2000

is available with skive and non-skive technology for both braided and standard spiral range hoses, as well as the interlock plus and Xtralock series, which includes the Xtraflange range where internal and external skiving are required on extreme impulse and pressure applications.

Adaptors

MF4000 is a quality range of adaptors covering a wide spectrum of end terminations i.e. BSP, Metric, JIC, ORFS, NPT and SAE specifications.



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- Flat face

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This Q-Safe range meets with the required ISO specifications, and are fully interchangeable with other brands in the industry.

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Manuli Fluiconnecto offers a wide range of quality thermoplastic and PTFE hose products to compliment the Manuli product range.

Continued on P20



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Congratulating on 25 years in business.

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Wide range of hydraulic connections
High quality



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Extensive experience

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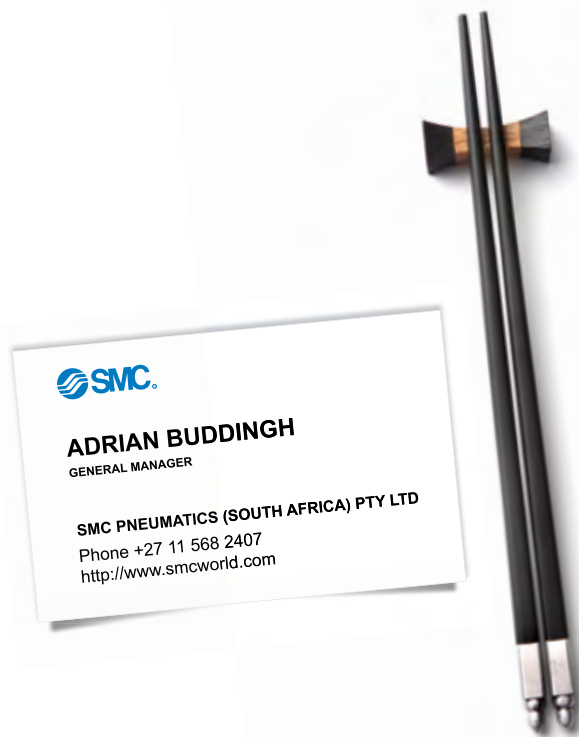
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SMC Corporation Japan, world leaders in pneumatics and industrial automation component technology, announced a significant expansion of its global operations with the opening of a new subsidiary in Johannesburg, South Africa.

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Japanese multi-national makes major investment in South Africa

SMC Corporation Japan, global distributors of pneumatics and industrial automation component technology, announced a significant expansion of its global operations with the opening of a new subsidiary in Johannesburg.

The creation of SMC Pneumatics (South Africa) Pty Ltd will enable companies in both South Africa and neighbouring countries to have easier access to SMC's range of over 12,000 basic components, which are available in over 700,000 variant forms. Machine builders and end users will also benefit from increased technical support and the availability of customised products and local assemblies produced in the company's Johannesburg factory.

Established in 1959, the Tokyo based SMC Corporation has steadily expanded into international markets worldwide and now



Adrian Buddingh, General Manager SMC Pneumatics (South Africa) Pty Ltd.

has global production with factories and local subsidiaries in 50 countries, plus 400 sales offices and a distribution network in a further 32 countries.

This expansion has been supported by a team of more than 1,400 Research and Development engineers at SMC Technical Centres in Japan, China, USA and Europe.

Globally, SMC now

employ around 22,000 people and in line with its focus on face to face customer communication, 5,000 of these are highly trained technical sales engineers who deliver high levels of customer support. This approach has helped SMC achieve a global market share exceeding 30%.

Adrian Buddingh, recently appointed as General Manager of SMC South Africa said,

"I'm thrilled to be joining SMC. We have a brand new 4,000m² office, with trade counter, showroom, warehouse and manufacturing facility under construction. It is a very exciting time." The company's planned investment not only includes some of the most experienced people in the pneumatics industry, but also an extensive stock inventory plus state-of-the-art machinery to make both local specials and assemblies possible.

Following this expansion into South Africa, it is likely that over the coming months SMC will announce additional distribution and supply chain partnerships together with direct purchase options, which adopts their same approach in other countries of focusing on establishing a strong brand in South Africa and market leadership through customer centric activities.

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**New
branch
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for
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Wayne Neethling – newly appointed branch manager at Tetra Automation Cape Town

TECTRA Automation has appointed Wayne Neethling as branch manager for its Cape Town office.

Neethling has over 25 years' experience in pneumatic and hydraulic technology across the mining, packaging, dairy and automotive industries. As a Branch Manager, Wayne has managed sales and services outlets in Welkom, Klerksdorp and Port Elizabeth.

Tetra Automation is a member of the Hytec Group of Companies.

Becker Mining South Africa Simplex air powered hydraulic pumps

BECKER Mining South Africa's range of Simplex air powered hydraulic pumps have been designed for easy use in harsh operating conditions in diverse industries.

"This robust air powered hydraulic pump is fitted with a hand or foot control for efficient performance and reduced operator fatigue," says Eugene Davids, product manager for

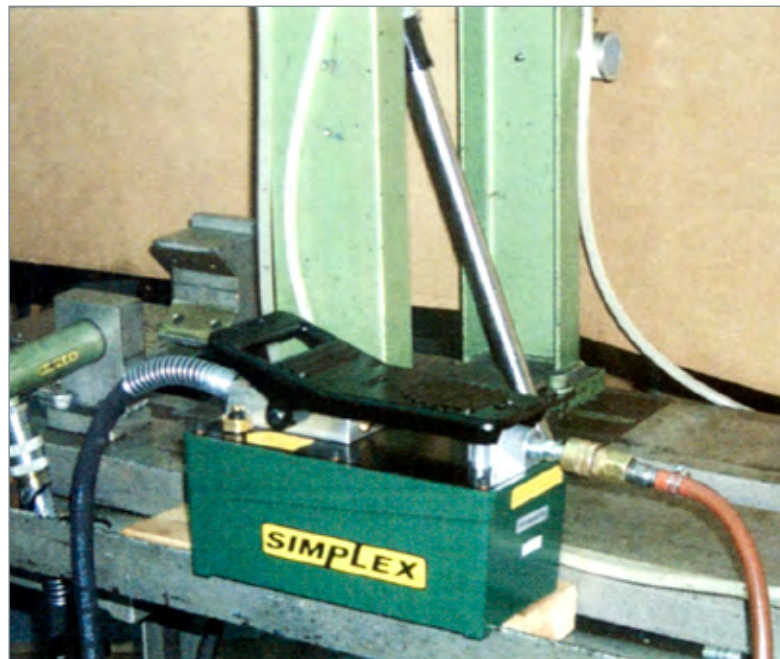
Becker Mining South Africa. "This pump, which runs on standard shop air, has a three position treadle that enables advance, hold and retract positioning. A pressure relief valve protects the hydraulic circuit."

Simplex air powered hydraulic pumps ensure high performance and fast operation and are designed for reduced noise during in-house production – an

important feature in any environment.

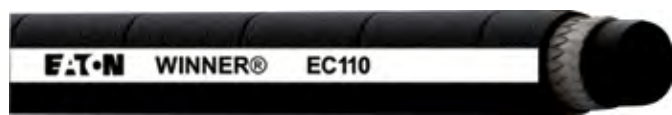
These units have a rugged all metal construction for optimum durability and are designed to power a wide range of single acting tools.

The Simplex range of hand and power pumps is available from Becker Mining South Africa's national branch network, which offers a technical advisory and support service.



The Simplex PA91 air powered hydraulic pump, which runs on standard shop air, provides 700 bar power needed to run this production line fixture. These units have a three position treadle and are easy to use.

Eaton braided hydraulic hose and fittings



New to BMG's portfolio of components for fluid power systems and general industrial applications, are Eaton Winner braided hydraulic hose and fittings.

NEW to BMG's portfolio of components for fluid power systems and general industrial applications, are Eaton Winner braided hydraulic hose and fittings. These perfectly matched hydraulic hoses and fittings ensure safe and reliable conveying of petroleum and water based hydraulic fluids at high pressure, even in the most demanding environments.

"Currently, Eaton Winner hose EN853

1SN (EC110) and 2SN (EC210) and a wide selection of two piece, non-skive fittings are available nationally from BMG's extensive network," says Joanne Tarr, BMG's national product manager - hose and fittings.

"This range, which is complimented by adaptors, steel tube fittings and high pressure hoses, will be extended to include other hoses in the Eaton range, according to market demand.

"Extreme care must be taken in the correct selection, installation and maintenance of matched, quality components in any hydraulic system because hose assemblies can be highly dangerous if misapplied and if inadequate attention is given to maintenance of the hose and related equipment."

Winner hose EN853 1SN (EC110) with a synthetic rubber tube and cover, as well as single wire braid rein-

forcement and a white ink transfer layline, is designed for petroleum and water based fluids, at operating temperatures between -40°C and +100°C. This range has a maximum working pressure of 225bar (3,250psi) and a minimum bend radius of 100mm.

Winner hose EN853 2SN (EC210) has a double wire braid reinforcement, with a synthetic rubber tube and cover and a green ink transfer layline. This

hose has a maximum working pressure of 400bar (5,800psi) and a bend radius up to 630mm.

BMG's comprehensive catalogue of hydraulics hoses and fittings includes an easy to follow reference fluid compatibility and resistance chart, technical information on BMG's extensive range of hoses, fittings and adaptors, as well as critical information on correct product selection, installation and

safety guidelines.

Other products available from BMG's fluid technology division include valves, accumulators, cylinders, heat exchangers, hydraulic motors and hydraulic plumbing, pumps and reservoir accessories.

The company's fluid technology services encompass project engineering and consulting, cylinder design and manufacture, hydraulic training, repair and testing and onsite container services.

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The Ingersoll Rand Centac C400 centrifugal air compressors supplied to BMW will streamline their production, and potentially lower their annual electricity consumption by up to R1m.

Ingersoll Rand streamlines BMW's production line efficiency

BY replacing their older and larger plant air compressors with two smaller Ingersoll Rand Centac C400 Centrifugal Air Compressors at their Rosslyn manufacturing plant, BMW South Africa will potentially save

over R1m per year in reduced electricity consumption, according to Ingersoll Rand. The compressors were commissioned during the first week of January in time for the resumption of plant's 2015 production schedule.

The new Ingersoll Rand Centac C400 compressors will provide 7 bar of oil-free air at a flow rate of 60m³/min in order to power the facility's line instrumentation – including actuators, operating valves, cyl-

inders, and so forth – used in advancing the vehicles and various workpieces along the production line.

The original compressors, also provided by Ingersoll Rand more than 10 years ago, had been procured in line

with requirements that have since changed, and were thus providing a surplus of pneumatic potential that could not be harvested. Despite the compressors continuing to function according to their performance rating, the fitment of a more accurately-specified compressor solution is an important cornerstone of a more streamlined, efficient production line. The C400s provide around 33% less compressed air capacity.

"The C400s were designed, configured, installed and commissioned along a very tight deadline, having received the order at the end of September to be ready for the plant's commencing of its 2015 operations," explains Paul Horwell, Key Account Leader, Ingersoll Rand. For a centrifugal compressor, whereby dynamic parameters such as motor size and compressor internals are configured according to the atmospheric pressure of the unit's operation, this was a considerable logistical and implementation achievement.

The two machines are automatically regulated through Ingersoll Rand's Integrated Multiple Machine Control (IMMC) intelligent controller. The IMMC automatically collaborates the performance of each compressor, providing a seamless air supply in the event of a unit changeover, for performance and maintenance purposes, and balancing the machines when they run in tandem.

The C400 provides a flexible compressed air solution that supplies oil-free air in a diverse array of industries and applications. The absence of vaporised lubricant in the pneumatic supply eliminates the related contamination of instruments, preventing them from sticking, which ultimately reduces maintenance. Additionally, intervals for lubricant change are increased exponentially.

As part of the package deal, Ingersoll Rand has offered to buy the existing old compressors.

Ingersoll Rand handled the transportation and delivery of the units, and supervised the installation, which was done by an independent Ingersoll Rand distributor. Ingersoll Rand will maintain the machine over its service life.

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Type 30 Reciprocating Air Compressors

- 34 models
- 6.9 – 345 bar
- 1.5 – 30 kW



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For the past 85 years, our two-stage Type 30 Reciprocating Compressors have driven value to Africa's heavy shop and industrial environments through **reliable, responsive compressed air solutions.**

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Project management mantra holds good for construction entrepreneur

THE simply stated but often difficult to achieve pillars of any form of successful project management are: delivery on-time, on budget and to recognised standards.

Basing one's business ethos on those three pillars and adding ethical and responsible rubrics are a combination that has brought hard won success to the Rémeý Group who has built an enviable reputation as quality building contractors and property developers over the past 21 years.

Anyone deciding to start a business in the turbulent year of 1994 - reeling from political instability, uncertainty and unrest, a new ruling party in power and questions over the future of cultural identity, was either crazy or had the foresight and self-belief to set aside the trauma that was South Africa at that time.

Enter Johan Meyer, a young and ambitious entrepreneur from the Boland town of Stellenbosch, who decided that 1994 was the ideal time to start a construction company.

A win-win attitude

"What started as providing a project management service soon turned into a fully-fledged construction concern. In addition to charging a fee for my services, my contract added an incentive clause: If we complete the project within budget, any savings would be split 50/50 between ourselves and the client. If we ran over budget, then we were liable for 50% of the extra cost. This arrangement appealed to clients and certainly focused the mind," said Meyer.

"Contractors don't enjoy the best of reputations and probably for good reason. Clients are wary about being ripped off or facing extra costs, traditional professionals often regard the contractor as

being outside the professional team, and essential sub-contractors are often vocal about 'hard bargains' and bullying on site, especially when a contract is running behind.

"I set out to make Rémeý a different contractor - undertaking projects where we all win - the client, professionals, suppliers, the sub-contractors and ourselves. It's a formula that works and has contributed in no small part to our reputation as 'ethical partners,'" he emphasised.

Keeping the client informed, ensuring no surprises

The Rémeý formula has been further enhanced by sustained on-site supervision and strict quality management. Additionally, employing superior management programmes that accurately track costs for its own Quantity Surveyors (QS) and more importantly for the client's independent QS, ensure that at any time during the contract the client is aware of the financial position.

"If the project looks as though we need additional funding or savings can be made due to changed circumstances, we know well in advance and there are no surprises for the client, which they appreciate," explained Dawid Adendorff, Rémeý's long-time contracts director. "Our approach to our professionals and sub-contractors also breaks the traditional mould." says Adendorff. "We treat everyone with respect and see them all as an essential part of the professional team - not just the architects, engineers and QS's, but traditional and specialist trades also. Before we start a project, we get the buy-in of all involved to achieve a superior quality product by getting everyone around the table and discuss the contract, ironing out any grey areas, misunderstandings

or accessing how best to tackle more demanding aspects of the design. Everyone is fully apprised of the job ahead, the timetable and techniques and skills required for successful completion.

Rémeý is committed to maintaining the highest levels of integrity and honesty in all its dealings with suppliers, subcontractors, associates, customers and employees.

"The proof of the pudding is in the eating they say, and we have found that professionals and sub-contractors alike are keen to work with us. This approach can be a double edged sword though, as our experienced staff are constantly in demand from our competitors."

"We never deviate from the three pillar approach of on time, on budget and high standards, and we seldom if ever, have incurred penalties for being late or penalised for cost overruns," he commented. This approach has endeared Rémeý to major clients and some of the country's largest property developers who view the company with confidence in getting the job done as a reliable, professional partner.

Rémeý Group has grown from a handful of members to a medium-sized company and is regarded by its peers as a respected competitor having established an enviable reputation for outstanding quality work and a professional approach with clients and consultants. This business methodology also forms the backbone of Rémeý's Property Development arm where industrial, residential, commercial and retail projects have been undertaken, including the development of an alpine ski resort in Switzerland.

"We initially concentrated on working within the residential sector," said Johan, "yet quickly expanded

to include the retail, academic, commercial and industrial sectors. Projects include upgrading and rehabilitation of commercial and shopping centres, schools, golf course developments and special buildings for the wine industry for example."

"Since 1994 we have successfully completed numerous construction projects focussing mainly in the Boland and Cape Metropole, but also on the West Coast and the southern Cape."

"With this experience and proven track record, we are comfortable in undertaking projects to the value of up to R250m and we have recently finalised a R215m project with a listed property group, one of the largest secured to date."

Johan explained that the ongoing training of the Rémeý workforce has been a cornerstone of the company's success, and a strong health and safety focus has resulted in several awards from the Master Builders Association.

Rémeý's areas of specialisation include:

- Land value generation
- Re-generation of property and place
- New project initialisation
- Feasibility studies
- Elemental estimates
- Competitive tenders
- Lump sum contracts
- Project management services
- Turnkey contracts

Rémeý is a member of the Master Builders Association on which Meyer served as President for a two year term 2006-2007.

The firm is also registered with the National Home Building Registration Council and with the Construction Industry Development Board (CIDB.)

A final word from Johan Meyer, Rémeý Group's chairman and CEO, "Above all else we are committed to



76 On Beach Road, Blouberg



Vinimark Distribution Centre



Papegaai Street, Stellenbosch



Key West Apartments - Milnerton



Reddam Private School, Somerset West



Laborie Centre Renovations, Paarl

construct a product of outstanding quality embodying the objectives of:

- conducting every project in a way that all involved parties benefit,
- complete the project on time,
- maintain a high standard of quality,
- completing the project within budget and
- building lasting relationships.

Rémeý Construction - A selection of Current Projects

76 on Beach Road

Five level building, which will create five open plan, luxury apartments. High quality finishes and the world renowned view of Table Mountain over Blouberg beach.

Vinimark Distribution Centre

This distribution centre of 10,000m² comprises of large warehouses, offices and others. It is a major addition to the efficient functioning of the Vinimark Group.

Papegaai Street, Stellenbosch

One of our own office developments, situated in Stellenbosch

Key West Apartments, Milnerton

This construction project entails 114 apartments

Reddam Private School, Somerset West

Somerset Lakes is a Lifestyle Estate in Somerset West. Rémeý Construction is responsible for the building of the new Reddam Private School on the estate.

Laborie Centre Renovations, Paarl

One of our own developments is the renovation and expansion of the Laborie Centre in Paarl, which includes Woolworths Food, Clicks and a multi level parking garage.

Rémeý specializes in property development, construction and project management.

Rémeý is committed to maintaining the highest levels of integrity and honesty in all its dealings with suppliers, subcontractors, associates, customers and employees.

Basing our business on timeous and on budget delivery, good quality standards and adding ethical and responsible rubrics, are the combination that has brought hard won success to the Rémeý Group.

Constructing excellence for over 21 years



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www.remey.co.za



RÉMEY

Atlas Copco expands predictable light offer

ATLAS Copco has launched its compact and cost saving QLB 60 light tower for the event and construction industries. The unit's innovative LED light uses special optics to deliver high luminosity and a small footprint for improved on-site productivity.

The QLB 60's 4x350W LED lights give more luminous coverage than typically delivered by 4x1,000W metal halide lights. The light tower is also environmentally friendly, producing up to 75% less CO₂ than a traditional light tower with 4x1,000W metal halide lamps.

The QLB 60 generates significant savings with operational costs reduced by up to 95% thanks to the different remote start modes available via the photocell and the weekly timer. Reduced fuel consumption (0.5 l/h for 260 hours fuel autonomy,) easy operation with the intuitive Lc 1003 controller and straightforward installation due to its compact dimen-



Compact and cost saving QLB 60 light tower Atlas Copco for the events and road construction industries delivers high luminosity with reliable and efficient light pack.

sions, all help to lower running costs.

Contributing to a minimal total cost of ownership, maintenance costs of the QLB 60 are up to 34% lower. This is due to the unit's serviceability with four easy-access panels, cost efficient consumables

and a long service interval of 500 hours.

The QLB 60 has the smallest footprint on the market to minimise transportation and installation costs. Thanks to its compact dimensions, 22 units can be loaded on a 13m truck. Galvanized fork-

lift pockets and a lifting beam facilitate on-site placement. Positioning the light where it is needed is quick and easy with the stable hydraulic vertical mast that extends to a maximum height of 8m and rotates 340°.

"The QLB 60 incorporates all the benefits of the latest innovations in LED lighting," says Sergio Salvador, Product Marketing Manager, Atlas Copco Portable Energy. "The lights may only be 350W each, but they are more than equal to a typical 1,000W metal halide light. Plus, the long service intervals and robust, quality components ensure high performance day after day."

The QLB 60 is suitable for a wide range of applications including music and sporting events, residential construction, road construction, temporary public lighting and oil and gas requirements.

The Atlas Copco QLB 60 light tower is available to order now worldwide, excluding the US and Canada.

Boosting a hurricane



The Hurricane Booster can operate at various pressures.

AT a time when the Southern and pan-African mining and engineering sectors are facing many challenges, companies are looking for suppliers that can offer them a wide and robust range of products to assist them in addressing these challenges.

Rand-Air, a locally-based equipment hire company with parent company Atlas Copco, has embraced this task, offering a wide product range to the market. This has grown steadily over the years and continues to expand. The latest addition to the mining and construction industries is no exception.

In response to increasing demand, Rand-Air Fleet Manager Craig Swart points out that the company is introducing a booster that is very versatile, and can be used in a number of applications.

"We have had numerous enquiries from customers for higher pressure equipment. This has emanated mainly from the drilling industry, and the natural gas drilling sector in particular. Currently, we have a hire in place with a drilling company in Botswana. We are investing in these boosters both as back up and to service any additional customer requirements, should they arise," says Swart.

He adds that the Hurricane Booster offers

clients a number of advantages. The main one is that the booster can operate at various pressures and is not limited to one pre-set pressure.

The Hurricane Booster comes with a diesel engine and requires a compressor for feed air.

Craig points out that most of their competitors focus on providing a booster block only. The Hurricane Booster also has a relatively small physical footprint, because of its vertical set-up and valve design, and weighs less – with the same capacity – which makes it extremely mobile.

The hallmark of a great product is the number of industries that it can be used in. While there are products that are specifically designed for one industry, the Hurricane Booster can be used effectively across a number of industries.

"The Hurricane Booster can be used in mineral exploration drilling, water well drilling, nitrogen boosting, pipeline cleaning, oil drilling and natural gas drilling. At this stage, we are still deciding where the biggest market lies for us. This will probably be the extensive oil and gas markets across Africa.

This is significant, particularly considering the discovery of oil and gas off the east coast

of Africa, which offers mineral exploration companies quick wins that will no doubt be developed over the coming years," explains Swart.

Two of the most important aspects that companies within the industry look for in a product are fuel efficiency and safety aspects. As an Atlas Copco group product, the Hurricane Booster is being designed and perfected according to exacting international fuel efficiency and safety standards.

"This is particularly important in Africa, where the national grids are under pressure to supply energy and often request that companies to reduce consumption by as much as 10%. Energy-efficient products such as the Hurricane booster are a perfect way for companies to remain optimally operational on site, and yet also reduce their energy consumption," Swart adds.

"Demand for this product has been significant enough for Rand-Air to invest in another booster. There is no doubt that this will make a lasting impact on the local and sub-Saharan African market. This product is robust and is specifically designed according to high standards for demanding operating conditions, and is the perfect 'boost' to offer our customers," concludes Swart.

Manuli Fluiconnecto finds its place in SA

Continued from P15

Compression fittings and tubing

To add to the flexible hoses and fittings on offer, there is a range of steel tube and compression fittings available ex. stock.

Hose protection

This is a hi-tech range of products dedicated to heavy demanding applications. The product range includes spiral guard (standard and FRAS,) textile and fire sleeving.

Services

Fluiconnecto have developed a state of the art Hose Management System called fluid.

This system involves, a survey of a plant or vessel with existing hydraulic hose assemblies, while trained technicians capture the relevant data and then tag the assembly with a unique number, this is then uploaded onto the company's unique software programme that will alert the customer when the hose assem-

bly should be changed, ultimately saving the customer downtime and money, as well as decreasing safety risks and environmental damages.

Manuli Fluiconnecto has also recently added a brand new Service on Site (SOS) van solution for its customers. This service allows the company to make assemblies on site to the customer's requirement's saving the customer down time on his machines. This service also includes Prototype installations as well as removing and install-

ing of hose assemblies on site.

Hood concludes by saying "Our Hydroshops offer 24-hour support and assistance to all our clients. Not only does this allow Manuli Fluiconnecto to provide a prompt and flexible technical service at all times, it also ensures the client is never left without the necessary technical support. Manuli Fluiconnecto are continuously developing and adding products and services in order to satisfy our customer's needs."

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RAND-AIR

Cutting edge floors that save on the bills



The Bergvik ISO floor panels can be removed without the floor shifting.

SINCE 1970, global raised access floor supplier Bergvik Flooring has strived to supply “the raised floor system of the future” – a floor that provides flexibility, lateral stability, high mechanical strength and personal safety. Its Iso floor solution embodies this philosophy, while offering data and telecom centres savings of up to 40% in energy bills.

The Bergvik Iso Floor system is a raised floor, specially designed for data and telecom centers, although it is also ideally suited for substations, transformer stations and control rooms. The company is ISO 9001 and 14001 accredited.

The Iso solution consists of floor panels resting on a sturdy mechanical frame and pedestals system. The mechanical frame system consists of rectangular steel sections, primary and secondary. The finished floor height ranges from 300 – 2,400mm, and offers a high load capacity of between 10-50kN/m².

The pedestals are made from the same type of steel section and are adjustable ± 25mm. The Bergvik Iso flooring solution uses up to 70% fewer

pedestals than other flooring solutions, yet the structure remains stable even when all the floor panels are removed – without the floor shifting.

Bergvik produces custom sized panels to the client’s specifications and requirements to provide the optimal layout which means that there is no wasted space. The flexible design ensures quick installation, and allows for up to 25% more room for equipment, maximizing on the clients return on investment.

The Iso floor doesn’t need walls for support, allowing clients to plan for only the floor space needed today, with room to expand as their business grows.

Open bottom access and/or perforated aisle panels allows for maximum cooling of server racks. Airflow grilles with built-in fans directly in front of server racks can also be provided as an option. The floor system can be combined with optional equipment such as borders; stairs; guard rails and ramps, and is available in different finishes.

Bergvik is also a member of the Green Building Council and has a zero waste to landfill policy.

Dura-Bump: easy, safe, secure

DURA-BUMP is a new, innovative, polyurethane design traffic calming speed bump, devised to address the current shortfalls in road safety.

Konrad de Waal, Director of Dura-Bump, says, “Because of the polyurethane patented design, Dura-Bump has successfully been approved by a growing number of municipalities in South Africa. The reason our product is so sought after in the municipal market is that the polyurethane design allows zero slip, minimal impact on vehicle wheel alignment and is safe enough to drive over with low profile vehicles. This is why we are seeing municipalities implementing Dura-Bumps to replace the more resource intensive tar humps on residential roads.”

“The feedback we often receive from communities and Ward Councillors is that we have positively contributed to road safety and, because of our job creation program roll out, we manage to get the communities personally involved in the implementation of the Dura-Bump installations.”

“It is also the only traffic calming solution supplied by the private sector that is fully attached to the road surface only with epoxy (paving, cobblestone and tar surface) which means the Dura-Bump installation team can open a municipal road just 30 minutes after installation,” de Waal adds.

The speed bumps are placed in a staggered formation and, to enhance night visibility, cat eyes are positioned on both sides of the installation. With the installation of Dura-Bumps, it can easily reduce the speed of drivers on a residential road to 30km/h. However, due to the skid resistance of the polyurethane blend it is still safe enough to drive over the bumps at a maximum

speed limit of 60km/h – as stipulated on residential roads.

For the price of installing one tar hump, three complete Dura-bump sites can be installed, with less resources and with a lower impact on traffic flow due to the fast installation.

Dura-Bump’s patented design improves the effectiveness as well as minimising the destructive effects of current speed cautioning devices. As part of its drive towards a greener product, the company makes use of recycled rubber in the Dura-Bump manufacturing process. This proprietary poly-carbon blend with rubber increases the product’s ability to absorb impact and reduces the noise levels, normally associated with other traffic calming solutions available on the market.

“As part of our Community Service Initiatives, our installation team trains lo-



By training youth and women to install the system, Dura Bump supports municipal EPW programmes.

cal contractors to install the Dura-Bump system, thus empowering these contractors to continue installations in the communities and private sector. This supports the municipalities Expanded Public Works Programme (EPWP) by driving local employment – with special focus on youth and women – and we provide certification upon completion of training by our in-

stallation team,” de Waal says.

Once a contractor is identified, Dura-Bump assists them by providing the necessary equipment needed to installation its product, along with financial support to start the installations.

“Once this relationship is forged with a contractor, we continuously provide them with more business opportunities as part of the

Dura-Bump Team,” continues de Waal.

“Both municipalities – to the level of HOD of Traffic – and the private sector testify to the overwhelming impact that the Dura-Bump solution has in reducing the number of accidents in areas where it has been installed. This, coupled with the cost savings achieved makes for very happy customers,” concludes de Waal.

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Zero slip in wet conditions



Dura-Bump® technology revolutionizes traffic calming, being the only solution approved to replace tar humps – they are safe and durable enough for public municipal residential roads. Unique features include zero slipping in wet conditions, highly cost-effective, durable but maintenance free and the high impact absorbency of the polyurethane will not affect wheel alignment. Dura-Bumps are easily attached to multiple surfaces with epoxy (no bolted system), which allows the road to be used 30 minutes after installation. Dura-Bump® also runs a successful job creation program & is proudly SA!

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Recyclable packaging and practices

LIVING in an era where consumers are bombarded with a riot of colour, shapes and slogans shouting for their attention every time they enter a grocery aisle or wish to buy take-away meal, the role of packaging has undoubtedly become a crucial factor that drives consumer spend and behaviour in South Africa's very competitive food and beverage industry.

Brand owners realise that their retail package is the last and best chance they have to convince consumers to make a sale. Because the majority of purchases made are based on emotion, package design has become a vital component of a brand's marketing strategy and success. Apart from enticing consumers to buy, the role, form and function of packaging in the food and beverage industry in particular, has undergone significant changes in order to meet the changing needs of the South

African demographics, while at the same time having to tick the box when it comes to sustainability and being recyclable.

According to the South African Plastics Recyclers Organisation (SAPRO,) South Africa is seeing a growing concern over the amount of packaging waste being sent to landfill. The modern day consumer is engaging both his head and his heart when deciding which brand to support, and will resist brands that are guilty of over-packaging or taxing the environment. Although environmental credentials are becoming increasingly important to consumers, brand owners and retailers operating in the food and beverage industries, the process is still far from easy or streamlined.

"Time, or in many cases the lack of it, has created a major demand for convenience or "on-the-go" packaging," says the Polystyrene Council's

Adri Spangenberg. She says that in South Africa, polystyrene still remains one of the most convenient, affordable and effective solutions for the fast food and take-away industries.

"The fact that this material is widely being used and readily available, makes it ideal for recycling," she says. End markets that have been developed for recycled polystyrene include picture frames, beads (such as used for filling in bean bags,) stationery and applications in construction."

"The local plastics recycling industry has to overcome numerous obstacles in order just to survive, the major one being working capital constraints. We encounter fantastic individuals who are passionate about their recycling operations and they do the best they can with very limited funding and support. The lack of availability of clean recyclable materials is also hindering their growth as

these recyclers have very limited access to the municipal solid waste streams," confirms POLYCO CEO, Mandy Naudé.

Despite a growing awareness about recycling and a burgeoning demand for recycled material, the majority of South Africans still do not recycle.

"South Africans are generally uneducated about the importance of domestic recycling. The lack of collection and sorting infrastructure in their communities also does not support their participation in separating the recyclable materials in the home," says Annabé Pretorius of SAPRO.

As a result, waste collectors are taking the risk to source large quantities of recyclables from landfills and other post-consumer sources as there is not enough good quality material readily available for collection from households or businesses.

"Many municipalities have prohibited

and banned waste pickers from entering their landfill sites due to health and safety concerns. However, the waste pickers enter these sites at great danger to themselves and at their own risk, because they realise that landfills are overflowing with material that have value and that somebody else is willing to pay good money for. Of course, the material that is recovered from landfills in this way is contaminated, which again has a direct impact on the value of the recycle and ultimately our country's recycling success rate," says Plastics|SA Executive Officer,

Anton Hanekom.

"To this end, we are involved in various discussions with policy makers about our initiatives that are aimed at assisting local municipalities with the collection of post-consumer material as part of our "Zero Plastics to Landfill" drive. We are pushing for the implementation of either separation at source initiatives, or at least in allowing harvesting (picking) from their landfills," he says.

The residual contents left over in food and beverage packaging continues to pose a challenge, as these products are often oily or severely contaminated.

"The public will be a great help to the industry if they can be educated to rinse the contents from their packaging in their used dishwashing water before recycling or throwing the packaging away," Pretorius says.

Another problem that packaging recyclers also have to deal with, is that of labels and on-product printing. Although most post-consumer packaging recyclers are geared to deal with the packaging components being made from varying polymer types, the labels and inks caps, closures and wraps

Continued on P24

40 years of manufacturing aluminium foil containers

IN 2015 Hulamin Containers celebrates 40 years of manufacturing aluminium foil containers in Pietermaritzburg. The first production took place in 1975 at the present Hulamin Rolled Products site in Moses Mabhidia Road, Pietermaritzburg. Two years later on 1 April 1977, production was moved to the present Hulamin Containers factory site in Birmingham Road, Willowton, Pietermaritzburg.

Through providing a valuable and dependable service to the South African food manufacturing industry, the Hulamin Containers business has experienced steady growth over four decades. Additionally, it now also services customers in several countries in southern Africa, and supplies its products to more distant destinations including the Indian Ocean Islands, the United Kingdom and the Far East.

Hulamin Containers has recently invested in additional capacity and capability to help enhance service levels for its customers. A number of new specialized foil container presses have been acquired, together with several new multiple-impression die sets. This will enhance productivity by enabling a greater number of aluminium foil containers to be produced in less time, and will assist the business to compete profitably against subsidized low cost producers in China.

The Department of Trade and Industry (DTI) has supported the investments through their Enterprise Investment Program (EIP) and their Manufacturing Competitiveness Enhancement Program (MCEP).

Providing peace of mind for customers, Hulamin Containers has certification for ISO 14001 Environmental Management, OHSAS Health and Safety Management, ISO 22000 Food Safety Management and PAS 223 Food Packaging Safety Management.

Together with Hulamin Rolled Products, Hulamin Containers has a verified BBBEE Status of a Level Three Contributor.

Arising from increased local and export interest in heat sealed smooth wall aluminium foil containers, investments have also been made in new smooth wall container dies. These are state of the art, high technology, precision dies, and the smooth wall containers are the first to be manufactured in Africa. A complete aluminium foil container, incorporating a smooth edge for heat sealing by the incorporation of a reverse curl, is produced on a single stroke of the press.

Aluminium foil to manufacture aluminium foil containers is sourced from Hulamin Rolled Products.

Lacquering and coating services, where required, are provided in-house or sourced from specialized aluminium coating companies nearby which form part of the local aluminium cluster. All process scrap is fully recycled, making the manufacturing process highly efficient.

Customers include well known food manufacturers and retailers, airlines, and specialized food packaging distributors. Customised printing is offered to customers requiring product identification and independent branding.

A range of standard

and customised packaging solutions is available, including heat sealing machines and various films specially designed for use with aluminium; and aluminium, board and plastic lids for the aluminium foil containers. Additional services include the provision of customised lidding machines and pastry blocking dies to suit all scales of food production from start-up enterprises to fully automated food production lines. Customers are advised to consult Hulamin Containers from the very beginning of their design process.

As an aid to its customers, languages spoken by members of the Hulamin sales team include Xhosa, Zulu, Afrikaans, French, German, Portuguese, Swahili and English.

Hulamin Containers has a qualified food technologist available to advise product developers on the best form of packaging for their food products. Food packaged in aluminium foil containers can be frozen, and can be re-heated in conventional and microwave ovens and on grills. Assistance can be provided in helping to choose the best aluminium foil container design for each application.

Registered brands for aluminium foil containers include 'Hulamin Containers', the 'Hulett' retail brand, and 'Sapphire' – under which a range of quality catering foil and aluminium foil containers products are supplied.

Regional sales offices are located in Montague Gardens, Cape Town and in Electron, Gauteng. Warehouses are situated in Pietermaritzburg, Cape Town, Gauteng, Port Elizabeth and East London.



Yes, we supply products to other countries but the focus of our business remains firmly rooted in South Africa, where it belongs. Working with like-minded people who share the same values we do.

Creating partnerships with those who are driven to provide the best possible product and service.

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CONTAINERS
www.hulamincontainers.co.za

Mpact employees go back to school for a day



Mpact team, Ms Thandi Gumede (Principal Zenzeleni Primary School.)

MPACT employees went back to school for a day to establish a vegetable garden and worm farm to promote sustainable livelihoods at Zenzeleni School. This event was in celebration of the 2015 Back to School for a Day for Mandela Day initiative, initiated by Adopt-a-School Foundation, which has taken place in disadvantaged schools country wide.

Mpact employees teamed up with environmental NGO Green Beings, to build an organic vegetable garden, install a worm farm for soil conditioning and for optimum plant growth as well as a drip-line irrigation system to support the school's feeding scheme. They worked together with Zenzeleni Primary School grounds men, who will be responsible for the garden maintenance, further ensuring that ownership of the vegetable garden project is established. The grounds men and learners will receive regular training from Green Beings on the care of the garden, further ensuring sustainability. Mpact employees will also have the opportunity to get involved with Zenzeleni Primary during this training.

Commenting from

Zenzeleni Primary School, Mpact CEO Bruce Strong said, "Mpact is deliberate about truly making a difference to the lives of the communities it touches, recognising community engagement as a business imperative and the cornerstone of sustainable investment. We hope that our involvement, today and in the future, will make a significant difference in the lives of the learners, the community, and their educators."

A few learners also joined in the day's events, helping plant five indigenous trees on the school grounds.

An emotional Principal Gumede from Zenzeleni Primary School said, "Mpact thank you so much. This is more than we expected. I have made undertaking that there is no other person that will benefit from this vegetable garden except an African child and the learners. I have also made an undertaking that to build a sustainable relationship with our partners such as Mpact."

The Back to School for a Day initiative was launched by Adopt-a-School Foundation at Tshilidzi Primary in 2012, as

Continued on P24

Improved productivity, secured traceability

TWO new products from Markem-Imaje, locally represented by Pyrotec PackMark, not only help customers to improve their total cost of ownership, but also increase productivity and secure traceability from the factory floor to customers' doors, according to the company.

"For the beverage sector, the 9450 S, is more than just fast – it combines state-of-the-art technology with excellent hygiene expectations and optimised efficiency," says a company spokesperson.

Using the 9450 S, customers can wash down as often as required.

This coding machine, with its full stainless steel design (IP56/IP66) and no retention zones, is hygienic and will keep running, regardless of intensive cleaning and humid environmental conditions.

What's more, only one ink is required for any application – metal cans, glass and PET bottles, pouches or liquid brick packs – at speeds of 120,000/hour for two-line codes. Its high-performance MEK-free ink is suitable for one-way, returnable glass or dark glass, and is permanent and non-erasable – to prevent counterfeiting.

The 9450 S saves time by coding all products at high speed with the same printer, regardless of the pack size, print area, substrate type, product treatment (pasteurisation) and speed. It also reduces total cost of ownership (up to 30%) and offers optimised additive and energy consumption.

Another new coding machine from Markem-Imaje, the 9450 E, is dedicated to the pipe, cable, tube and profile industries.

This unit combines a premium ink circuit with a new generation printhead design that ensures code quality and contrast, even on dark and difficult substrates such as PE.

Key features of the 9450 E ensure optimised operating time and expenses. It is precise, even on the smallest wires (1mm) and when using the embedded metering function (2mm tolerance.) It prints up to 1,000m/min for wire harnessing and optical fibre options, and codes up to 3,000km of cable without the printhead requiring cleaning. The 9450 E also reduces total cost of ownership with a



The 9450 S saves time by coding all products at high speed with the same printer.

20% ink saving without compromising on contrast. For ease of use, the 9450 E smart consumable system doesn't require setup, and offers a mistake-proof user interface, even when entering

long messages.

Inks for the 9450 E are suitable for many environments and are fast drying and non-migrating. They offer resistance to UV and automotive fluids, and can be used for

underwater environments and vulcanisation. These inks are specially formulated and tested for impeccable contrast and perfect adhesion on an array of substrates, including the most difficult (PVC, PE, LSZH and PP.)

Another exciting development for Pyrotec PackMark's customers is a new office opened in White River, adding to Pyrotec's national footprint of centres in all major cities across the country.

The White River PackMark office is run by Njabulo Mpfu, who is responsible for sales and technical assistance in the Mpumalanga area.

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Mpact employees go back to school for a day

Continued from P23

a call to South Africans to make a meaningful difference in disadvantaged schools.

Cyril Ramaphosa is Adopt-a-School Foundation's chairperson. "Going Back to School for a Day is a meaningful way to offer our youth recognition and encouragement, and to propel active citizenship," Ramaphosa commented.

Since 2012 over 120 companies and thousands of individuals

have joined the initiative and gone back to school for a day. Close on 200 schools and tens of thousands of school children have benefited through career guidance programmes, debating workshops, literacy activities, motivational talks and a variety of school make-over projects.

Green Beings is a non-profit organisation that develops models for schools to demonstrate sustainable living

and act as vehicles to integrate knowledge and skills into communities. "We pride ourselves in identifying projects that are sustainable and reflect the values of our organisation. Our team has the sector knowledge and expertise to deliver high-impact solutions to make a lasting and meaningful difference to Johannesburg schools," commented Marloes Dijkema, co-founder of Green Beings.

Recyclable packaging and practices

Continued from P22

made from a different polymer than the pack itself, continue to create problems.

"Consumers can greatly aid the recycling industry by separating the component before they throw their products into the bin or the recycling bag," says Naudé.

Although adhesives were traditionally problematic due to the fact that they contain silicon, the use of water soluble adhesives seems to have overcome this problem.

"On-product printing is fortunately not a problem for polystyrene packaging, as the prod-

uct is readily recycled regardless of colour. Labels are easily removed from expanded polystyrene products such as clamshells or cups, due to the porous nature of the material. Brand owners often use film in combination with polystyrene packaging such as meat and vegetable packaging. Apart from increasing its aesthetic appeal, it also increases the shelf and prevents wastage of fresh produce," Spangenberg adds.

Recyclers agree that they have seen a growing commitment from brand owners and product designers

to come up with food and beverage packaging solutions that have been designed with the product's end of life in mind and with a view to facilitating the recycling process. "We are still encountering a certain level of ignorance and lack of information in certain stages of the design chain, Pretorius says. "Take PET trays as an example, where we find designers spending countless hours in coming up with a thin, but still sturdy tray for their fresh produce and they are under the impression that it can be recycled with PET bottles, but which in fact is

not the case."

Apart from limited access to the solid waste stream and lack of materials, high costs continue to be another major challenge that brand owners and packaging developers face when they try to implement the principals of "Design for Recycling" during the development of food packaging. The proper label or closure would often be a cent or two more expensive than the less-suitable one, but in the large volumes, it is challenging to defend the increased cost to the financial manager.



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Golden Era for Cape Kraft?



SAPPI, the R30bn a year paper and pulp giant, has sold its Cape Town-based Cape Kraft recycled packaging mill to Golden Era Group, it was announced recently. The sale follows hard on the heels of Sappi's recent decision to sell off its Enstra Mill and recycled packaging business. The sale follows Sappi initiating a closed tender process in March this year after receiving "many expressions of interest" to buy the mill. It is expected that the transaction will close in September 2015.

Sappi Southern Africa CEO Alex Thiel said the sale of the Cape Kraft and Enstra mills and the recycled packaging paper business is in line with Sappi Southern Africa's strategy to unlock value from non-core assets. He said this strategy would free up resources for investment in dissolving wood pulp, virgin containerboard and other new business as well as strengthen

Sappi's balance sheet to focus on high-growth opportunities.

While the Cape Kraft operations are minuscule in the sprawling Sappi structure, these Cape Town-based assets could make a valuable contribution to a smaller entity's bottom line. So it will be most interesting to watch Golden Era's plans for Cape Kraft. Gauteng-based Golden Era has been in operation since the early 1940, but has grown rapidly in recent years by making smart acquisitions – including successful 'coastal' forays like EH Waltons (Port Elizabeth.)

And it's not like Golden Era is a small operation either. The company is now recognised as the third largest printing and packaging company in Southern Africa after Nampak and Mondipak. Golden Era Group CEO Kishor Chhita said he was very pleased to be able to acquire a top quality

asset from Sappi.


"It will strengthen our position in the market as a service-oriented company that offers packaging solutions and will further help us to achieve our goal of creating lasting team-based partnerships with our customers."

The Cape Kraft Mill uses approximately 67,000 tons per year of waste paper to produce 60,000 tons of paper per year. According to Sappi's website, the fact that the mill's product is produced from 100% recycled paper provides a competitive edge in markets which are becoming increasingly environmentally aware.

Sappi said another competitive edge is the flexibility offered by the offline coater, which can coat papers from as light as 46g/m² to as heavy as 350g/m². The coater offers corrugators, carton and bag/sack manufacturers a selection of barrier and clay-coated papers.

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Drake and Scull excels in the facilities management industry

DRAKE and Scull, as part of the Tsebo Outsourcing Group (Tsebo) is one of Africa's leading facilities management companies. Tsebo recently merged with Allterrain Services Incorporated and this business transaction has seen Tsebo growing the company's footprint to 21 African countries. This has enabled Tsebo to boost their capacity to service customers across the continent and in the Middle East.

the Diamond Arrow Award in the External Facilities Management Companies survey since 2008. The company is the first facilities management company to be given this award.

"The purpose of the awards is to celebrate excellence to set a benchmark in the industry and as such, we are incredibly honored to have won the

Diamond Arrow Award 3 times in a row. This award recognises the hard work and dedication of all the employees at Drake & Scull South Africa," Wentzel explains.

The survey is conducted by PMR.africa which is a consulting, research and risk management services company. The survey is based on the per-

ceptions of respondents regarding the perceived strengths and weaknesses of external facilities management companies. The awards are the culmination of a research process whereby companies and institutions are rated based on respondents perceptions with a strong focus on evalu-

ating and measuring customer service and customer satisfaction.

The company has a deep understanding of the environment in which it operates, its clients' cost effective solutions requirements as well as how to align the company's human resources to the services offered by the business. The people at Drake and Scull are

expertly trained by Gordon Institute of Business Science (GIBS) and this has allowed them to be the first organisation to develop Public-Private Partnerships for the facilities management industry in South Africa. Furthermore, the quality training and experience has enabled them to specialise in risk management and maintenance

in complex and widely distributed environments.

"We pride ourselves with the work that we do and the services we provide our clients. We keep on winning repeat business with top performing multinationals such as ABSA and Barclays. We are the company behind the best companies in Africa," Wentzel concludes.

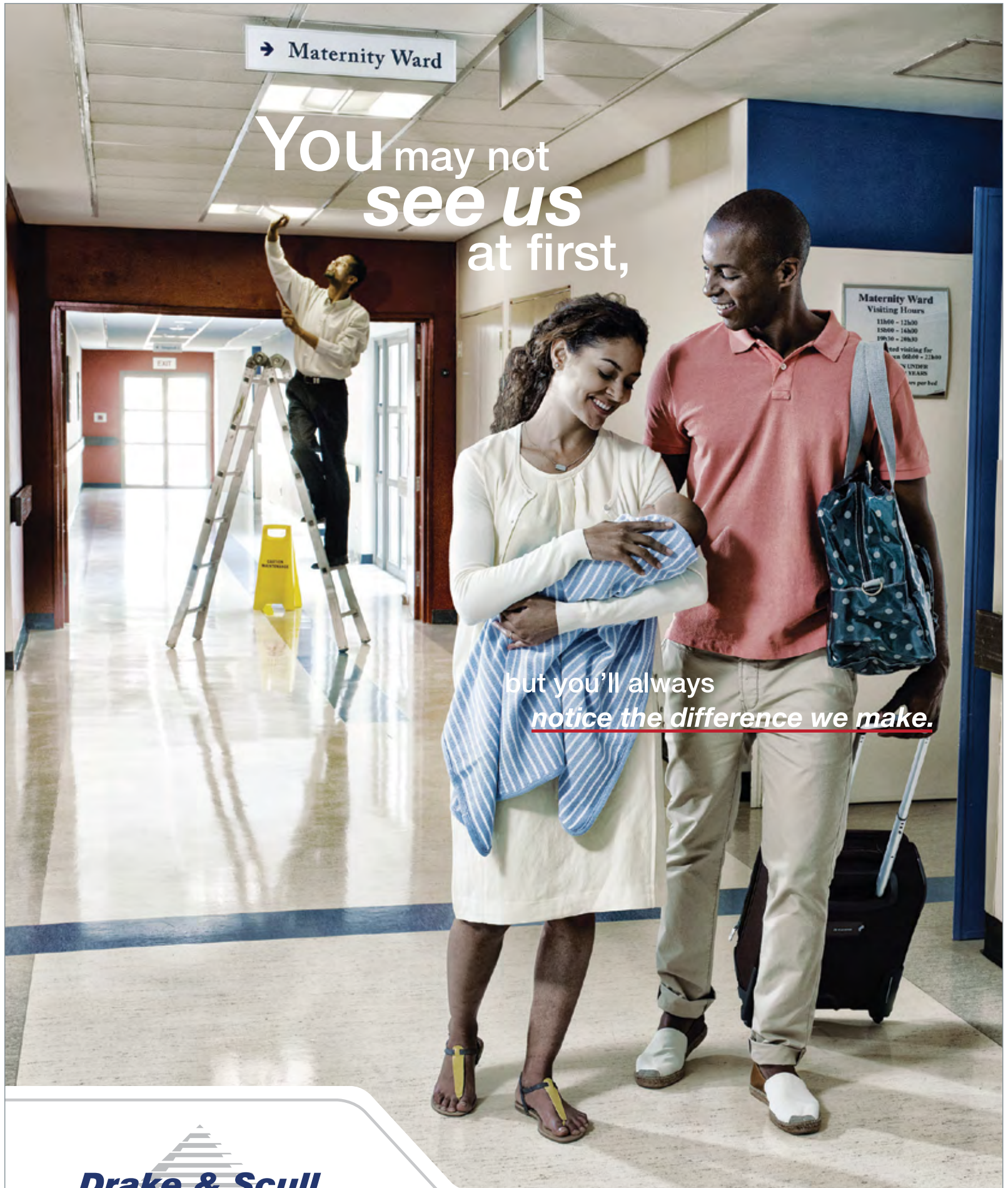
Drake and Scull has clients across a number of sectors including financial services, manufacturing, mining, entertainment and leisure, retail and government.

The business has clients across a number of sectors including Financial Services, Manufacturing, Mining, Entertainment & Leisure, Retail and Government (National, Provincial and Local). They understand their clients' operating worlds and have tailor made their services to suit the unique requirements of their clients. The facilities management champion uses tried and tested systems and processes and has the backing of over 32,000 colleagues, across the continent. The company has been able to provide services to clients, with long-term contracts ranging from 3 to 30 years.

Dr. John Wentzel, CEO of Drake and Scull says, "We are proud of our high service standards and we believe that successful long-term relationships are built on trust. Our integrity is evident in all our business dealings and in the behaviour of our staff."

In 2013, Drake and Scull was selected as one of 3471 Top Performing Companies. The ranking is developed and instituted by Topco Africa Research Campus along with University of Cape Town Research Professor Morne Oosthuizen. There are a number of criterion used to measure the companies and some of the most important benchmark marks include the peer consensus measurement as well as quality of operations in terms of ISO 9001:2000, ISO 14001:2004 and OHSAS 18001:2007, health and safety accreditations.

In addition, Drake and Scull has been awarded



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Facilities Management in a rapidly changing environment – people, planet, profit

FACILITIES Management (FM) is a growing industry. Today more than ever, the efficient running of a company's internal services and its premises is of paramount importance in terms of the efficiencies and cost-savings that can be gained.

Natural resources are at an all-time low. With load shedding an inescapable reality, the threat of water shedding looming and the rising cost of electricity just some of the concerns facing companies today, effective

Facilities Management is crucial for creating more efficient, sustainable businesses.

The theme of this year's SAFMA (South African Facilities Management Association) Regional Conference in Cape Town slated for the 3 September 2015 is "FM in a rapidly changing environment." Speakers will include industry leaders and Facilities Management specialists and discussions will cover topics like education in FM, the electricity crisis in SA and how it will affect

business, and sustainability. Delegates will learn how to make a positive contribution to the knowledge, practical application and communication of strategies to improve the workplace environment and sustainable performance of their facilities, as well as promote and enhance best practice in the industry.

Today, FM places a great emphasis on People, Planet and Profit. FM professionals can and do impact a corporate's bottom line. They understand

how to balance short-term maintenance costs against long-term replacement costs, resulting in substantial savings. But FM is not only about economics. Good FM can also assist in attracting and retaining staff as there is an undeniable link between maintaining a top quality working environment and the wellbeing of the workforce. Research has shown that a happier, healthier workforce is a more productive workforce. This fourth bottom line is becoming an

increasing reality.

"Companies are only now starting to truly recognise and understand the enormous contribution that Facilities Management can make not just to their bottom line, but to vast improvements in operational efficiencies as well. We think the time is right to start elevating the profile of Facilities Management in South Africa and to recognise those companies and practitioners who are leading the way," says Paul M'Crystal, Chairman of SAFMA.

Preventative maintenance by the Boss

WESTERN Cape-based Boss Industrial Maintenance provides a dedicated, skilled and professional industrial maintenance service to factories and warehouses across the region, according to founder Allan Dunbar.

Dunbar brings 24 years of project man-

agement, building and construction experience to the business, which he built after extensive market research and on a sound foundation of existing maintenance practices.

"If we can foresee a developing problem, and inform our client before it gets serious, then we can save our

clients not only money, but more importantly the risk of lengthy and costly downtime, while these problems are addressed," says Dunbar.

Boss Industrial Maintenance offers clients a holistic service, focusing intensely on preventative maintenance, in order to avoid reactive

repairs. To achieve this, Dunbar and his team use a unique "photographic report survey system," which offers clients a "birds-eye view" of the extent and nature of any potential problem areas. Although the company focuses on warehouse and factory roofing, its services go

beyond that.

"We offer a suite of services, which enable our clients to deal with one supplier for all their maintenance issues," concludes Dunbar.

Although Boss Industrial Maintenance is currently based in the Western Cape, it will be expanding to Gauteng by the end of 2015.

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The cost per running meter for a new box gutter varies anywhere between R1200 - R1500. Not including loss of income during the down time for removing the roof sheets & installing new gutters. Alternatives to this process include the repair of the gutter by inserting sections. This method is flawed, since the joints always leak at one point or another.

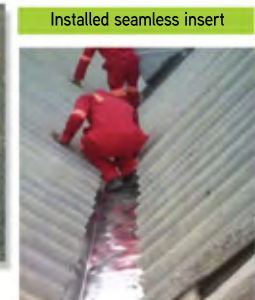
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Mistral blows into southern Africa

THE Mistral is described by the Mediterranean sailing community as "a strong northerly wind in the Gulf of Lions and Rhone Valley. The air is usually dry, bringing bright and clear weather with freezing temperatures to the south of France. The Mistral often reaches gale force, especially in winter and is capable of raising a heavy sea in a short space of time."

The introduction of ABB's System pro E range of consumer enclosures aptly named 'Mistral' is set to change the local enclosure marketplace. Imagine a consumer enclosure that provides the flexibility to allow its use in most every kind of electrical distribution environment, whether it be commercial, domestic or industrial. Mistral offers a versatile, efficient and safe solution to electrical engineers, contractors and installation owners.

System pro E Mistral offers fast and easy installation due to features such as ample internal space to allowing fast and easy cabling enhanced the by provision of cable ties anchor eyeholes. Furthermore, various snap-op

Continued on P27

Mistral blows into southern Africa

Continued from P26

terminal blocks that are separately colour-coded can be installed in both the upper and lower sections of the unit. These terminal blocks form part of an extensive range of accessories.

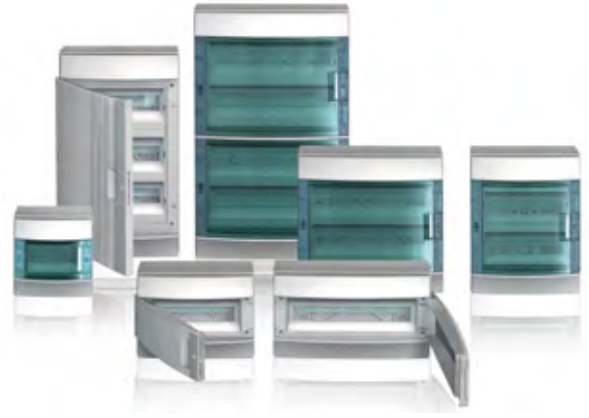
Elegance, form and function are all integral to the Mistral's design philosophy. This is evident in features such

as perfect symmetry, allowing for the rotation of either the front panel or the entire unit allowing for door opening to be from either left or right. To facilitate use and service the door opens a full 180 degrees and can be opaque or transparent, you choose. The enclosures are offered as flush, in-wall or wall-

mounted products and all share recyclable thermoplastic construction. Coupled with this installation flexibility the series offers either IP41 or IP66 ratings, determined by the selected configuration.

Mistral reflects ABB's approach to innovation, where we embrace a long-term perspective through the use of

eco-compatible materials for our products, from manufacture to disposal the environment's protection is considered. The System pro E range and been assessed for environmental compatibility using the life cycle assessment (LCA) methodology and has shown to comply with best practice.



The image shows elements of the System Pro E Comfort Mistral Range.

New generation WEG contactors save energy and space



The new generation of WEG contactors has been engineered to facilitate energy savings as well as the optimisation of space within electric panels.

THE new generation of WEG contactors has been engineered to facilitate energy savings as well as the optimisation of space within electric panels. These environmentally friendly devices use only non-toxic and eco-friendly materials.

Designed using WEG technology and in-house software modelling programmes, the WEG CWB range of contactors has been engineered to accommodate surge suppressors directly in the device. This is not only a space saving feature, but also allows easy

access for maintenance or replacement. Another important feature is that coil replacement can be accomplished without the need for any tools making this a simple and time saving task.

Energy savings are achieved through the low consumption of the coils used in the WEG CWB contactors and these also allow direct switching from PLCs without the need for interface relays. This facilitates both space and cost savings for the end-user.

Developed by WEG's R&D depart-

ment in Brazil, all devices in the WEG CWB contactor range meet the IEC 60947 and UL 508 international specifications.

The range has been specifically designed to accommodate electric motors up to 18.5 kW at 380/415 V (AC-3.)

These contactors are ideal for applications where the majority of the motor starters in an electrical panel are direct online, forward reverse or star delta. The seamless integration between the WEG CWB range of contactors, overload relays and motor protection circuit breakers allows fast and easy assembly of compact starters and protection sets for low voltage motors.

These modular devices offer a wide variety of combinations allowing greater flexibility.

Available at competitive pricing from Zest WEG Group, the WEG CWB range of contactors affords customer a high level of flexibility owing to the modular design which will also reduce manufacturing time. It is complemented by a full range of accessories including auxiliary contacts, spare coils and wiring kits.

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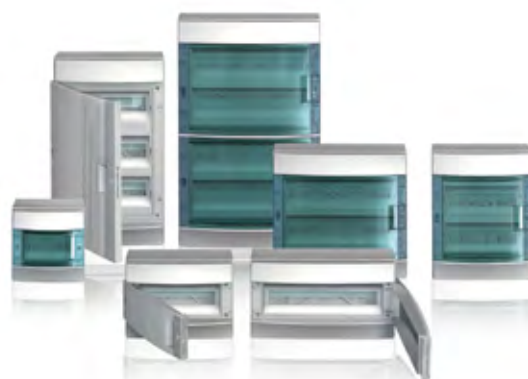
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The Ferrari 488 Spider for maximum drop-top fun

FERRARI announces the launch of the 488 Spider, its most powerful ever mid-rear-engined V8 car to feature the patented retractable hard top along with the highest level of technological innovation and with cutting-edge design.

Ferrari was the first manufacturer to introduce the RHT (Retractable Hard Top) on a car of this particular architecture. This solution ensures lower weight (-25kg) and better cockpit comfort compared to the classic fabric soft-top. Just like all previous spider versions of Ferrari's models, this is a car that is

aimed squarely at clients seeking open-air motoring pleasure in a high-performance sports car with an unmistakable Ferrari engine sound.

Every area of the car has been designed to set new technological benchmarks for the sector: from the aluminium space-frame chassis and bodyshell to the new turbo-charged V8, aerodynamics that reconcile the need for greater downforce with reduced drag along with the specific cabin air flow demands of an open-top car, and vehicle dynamics that render it fast, agile and



instantly responsive.

The world premiere of the 488 Spider will be at the Frankfurt International Motor Show in September, but can be seen from

today finished in the new Blu Corsa livery at www.ferrari.com.

Beneath the engine cover throbs the 3902cc turbo-charged V8 that debuted just a

few months ago on the 488GTB. Its performance levels are nothing short of extraordinary: a maximum power output of 670CV combined with maximum

torque of 760Nm at 3,000rpm send the 488 Spider sprinting from 0 to 100km/h in three seconds flat and from 0 to 200km/h in 8.7 seconds. This is also an exceptionally efficient engine as it is not only 100CV more powerful than the previous naturally-aspirated V8, but also has lower CO₂ emissions.

The turbo V8 has a unique character, delivering increasing levels of power right across the rev range, and completely eliminating the traditional turbo lag with a throttle response time of just 0.8 seconds. This is thanks not merely to components such as the turbos, but also

to a sophisticated production process only made possible by Maranello's leading-edge facilities which are shared with the Scuderia to foster the transfer of racing technologies to the road cars.

In line with Ferrari tradition, this model has its own absolutely distinctive soundtrack created using solutions such as exhaust headers with longer, equal-length piping and a flat-plane crankshaft. It was also further enhanced by an in-depth study of harmonics and tonality at different engine speeds. The sound is seductive, but never invasive when the top is dropped, with both volume and clarity increasing as the engine instantly responds to the accelerator pedal and revs rise, reinforcing the sensation of massive performance.

This is also the most aerodynamically efficient Ferrari spider ever built, thanks to a series of complex aero solutions designed to guarantee optimal downforce whilst reducing drag, two normally mutually-exclusive objectives. Maranello's engineers managed to achieve both goals simultaneously by introducing several innovative devices, including a blown spoiler and an aerodynamic underbody incorporating vortex generators.

The air flow studies also took into account factors relating to in-car comfort. The electric glass rear wind stop can be adjusted to one of three positions to guarantee maximum comfort when the top is lowered. Fully lowering the wind stop allows the occupants to enjoy the engine soundtrack even with the roof raised regardless of the weather or driving conditions.



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Well-deserved applause

It's been recognised for its stylish design – having won this year's World Car Design of the Year Award – but it's not just a pretty face; it's also got a conscience. Which is why it's fitted with Citroën's award winning Pure-Tech Engine – with its significantly improved fuel consumption and low CO₂ emissions.

Personality and practicality

Combining quirky features like slim LED headlights, unusual exterior colour combinations and innovative interior design, with sensible elements like roof bars, extra storage space and a streamlined profile, the Cactus is more fun and all function.

The Cactus isn't just a soldier against scratches; it's also a compact and spacious companion. The clutter free interior – with its sofa-effect seats – has been designed to be as comfortable as your living room.

It also comes with record beating space: A boot of 358 litres, smart storage compartments and an 8.5 litre glove compartment.

Abracadabra! Clean.

Another innovative feature from Citroën is Magic Wash, where jets are incorporated into the ends of the wiper blades so that you use the right amount of

fluid needed to clean your windscreen and improve visibility.

Light on its feet

Because the Cactus has a 2.60m wheelbase, it's compact, nimble and responsive. Its suspension is designed to absorb bumps in the road

to ensure that your ride is as smooth as its interior or is comfortable.

Technology made simple

With the Cactus, Citroën have streamlined the controls to focus on your priorities by putting all functions

at your fingertips. The seven-inch touch screen features seven short cut buttons – making it easy for you to access the settings for air-conditions, Bluetooth, digital radio and more.

There's no doubt that the C4 Cactus is a masterful piece of Créative Technologie.



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<p>R699 995</p>  <p>2008 Porsche Carrera 4S Cabriolet 65 800 kms</p>	<p>R839 995</p>  <p>2008 Audi R8 60 100 kms</p>	<p>R729 995</p>  <p>2005 Aston Martin DB9 Volante</p>	<p>R1 095 000</p>  <p>2008 Aston Martin DB9 Volante 173 000 kms</p>

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editor@cbn.co.za

World preview of the Alfa Romeo Giulia



THE Giulia, the top-of-the-range model sporting the legendary Quadrifoglio badge, was introduced to the international press at the Alfa Romeo Museum in Arese, near Milan.

It was a special event and a celebration of Alfa Romeo's over one century of history:

in fact, the brand celebrates its 105th year of auto making, a goal which it shares with a very select club of manufacturers, which is even smaller when considering the brand's worldwide sales successes and its racing victories.

Just sitting in the new Alfa Romeo is like en-

tering a new dimension, which centers around the driver, firing emotions and the promise of exhilarating driving experiences. Merit goes to the sensitive steering, the responsive acceleration and the prompt shifting and braking. Additionally, rear or four-wheel drive is more

than just a tribute to the most authentic roots of the Alfa Romeo legend: it is also a technical solution that offers high performance and astounding enjoyment.

An Alfa Romeo springs from the perfect balance of heritage, speed and beauty that makes it the highest expression of Italian style in the automotive world. The new Giulia is no exception because it encapsulates three particularities of Italian design: sense of proportions, simplicity and care for surface quality. This is the 'skin' that Alfa Romeo stylists have modelled with painstaking care on the mechanical parts.

In particular, the proportions are based on the technical architecture of the entire car: for Alfa Romeo the key elements were the 50/50 weight balance and rear

wheel drive. In order to balance the weights perfectly, the engine and the mechanical parts are arranged between the two axles. This is why the Giulia has very short overhangs, a long bonnet and front wings, a retracted passenger compartment 'settled' on the drive wheels and muscular rear wings, which visually mark the point where power is unleashed onto the road. All this translates into a very generous wheelbase - the longest in its category - but contained in one of the most compact bodies. These proportions draw the dynamic shape of an ellipsis in plan view. Furthermore, the rounded angles and the enveloping pillars convey momentum to the car creating a 'teardrop-shaped' profile which is reminiscent of the Giulietta Sprint, one of the most beautiful

cars ever made.

A second aspect of the Italian style is 'simplicity', which enshrouds what is in fact the most complex creative processes in industry: designing a car. It is up to style to conceal the long, complex work behind a simple, natural line, which enhances elegant shapes and sophisticated Italian taste. This approach permeates the entire history of Alfa Romeo expressed by means of clean, taut lines. For this reason, the new Alfa Romeo boasts a strong identity drawn in few simple strokes: a line gouged along the sides, which marks the doors and envelops the handles and, naturally, the legendary trefoil nose, possibly the most famous and recognisable style element in automotive history.

Finally, Italian style is characterised by a high quality surface finish

which means creating rich, harmonious reflections across the volumes. The end result is the new Giulia, a sculptured shape reminiscent of a big cat just about to pounce. The same inspiration is found inside the car. Everything is clean, essential and centers around the driver, such as the controls grouped on the small steering wheel designed to adapt to all driving styles. And more. The driver's position was 'cut' as a fabric with a diagonal tunnel, a slightly undulated dashboard and cleverly oriented instruments which convey the impression of a tailor-made suit with hand-crafted care and premium materials: carbon fibre, wood and fabrics are chosen for their visual and tactile pleasantness and assembled in such a way to make the human touch visible.

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Dodge, Chrysler, Fiat (Fiat commercial) and/or Alfa," says Lindeque Veldsman, spokesperson for the dealership.

The Sandown Motors team prides itself on delivering excellent service and believes in building long-term relationships with all its clients.

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be the face and voice of Sandown Motors," she concludes.

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ETHICS watchdog TRACE International has re-certified AESSEAL South Africa as complying fully with the association's stringent code of ethical conduct. The mechanical seals company was first certified two years ago, joining an exclusive club of between 200 and 300 firms worldwide certified by TRACE as corruption-free in all aspects of their business conduct.

Certification has since served AESSEAL well in competitive sales situations, reinforcing the product offering by guaranteeing transparency and ethicality.

TRACE International is a globally recog-

nised association that works to raise the anti-bribery compliance standards of members.

Founded to set a common standard for due diligence reviews and anti-bribery training, the organisation provides a practical and cost-effective alternative to

increasingly expensive and time consuming corporate compliance.

Compliance certification includes comprehensive background checks undertaken on all key employees driving growth.

Detailed *curricula vitae* on directors, shareholders and sales staff

are scrutinised by internet search engine cross-checks seeking evidence of susceptibility to corruption through positional power, multiple directorships or political dynamics created during previous employment or gaps in employment.

Questions aris-

ing from the checks are clarified and further checked before certification is awarded.

Re-certification takes place annually.

AESSEAL'S certificate from TRACE International.



Tsunami warning system uses ToughSonic sensors to detect sea level

SPECIALIST distance measurement manufacturers, SENIX – represented in South Africa by Instrotech – has its ToughSonic sensors playing a critical role detecting sea level changes as part of a sophisticated Tsunami Early Warning System (TeWS) in the Philippines.

Senix engineers collaborated with the Philippines Advanced Science and Technology Institute (ASTI) to customize ToughSonic 50 ultrasonic sensors for this first-of-its-kind system. Each ToughSonic 50 sensor is integrated into a tide gauge platform that also includes ASTI-designed wet and dry sensors, a solar power system and wireless communications equipment. Hundreds of these tide gauge platforms are integrated to create the largest and most sophisticated Tsunami warning system in the world.

The impetus for the TeWS system is the Manila Trench, an earthquake-prone zone west of the Philippine island of Luzon, that reaches depths of 17,700 feet and is prone to earthquakes. The Philippines Institute of Volcanology and Seismology (PHIVOLCS) has forecast that a strong earthquake in the Manila Trench could trigger tsunamis



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Reimer expo success



The latest RA 950 (owned by Precision Concrete Works) at the Reimer's Expo.

GAUTENG-based Reimer SA held a successful expo at its Lyttleton offices on 10 July. The attendance went beyond expectation and clients and guests were welcomed by Dirk Moolman, Reimer Director after which were shown a video unpacking the applications and benefits of a ProAll Reimer Mixer.

Jacques Smith from Go Consult then chaired a technical discussion and demonstration regarding mix designs and Johan van Wyk from SARMA (South African Readymix Association) detailed the associations' accreditation process.

Scania South Africa proudly expanded on its relationship with Reimer and has agreed to finance all ProAll Riemer Mixers mounted on Scania trucks for approved applicants, thus lifting the buyer's CapEx burden. The Scania finance deal is available over 36 months with the option to purchase at anytime.

The day included a live pour at the Klipdrift water purification works in Hammanskraal, highlighting the advantages of its mixer.

Reimer's new RA 950 model was also present. The unit is owned by Precision Concrete

Works, Botswana, but was on display for clients to see.

Scania South Africa's representatives Jean Groenewaldt and Theuns Naudé bought two ProAll Reimer Mixers for the Scania rental fleet at the event, however, the client has since sold both units.

The Reimer team are pleased with the results of the day, saying that it has confirmed a few orders and fielded numerous enquiries from clients present on the day.

Reimer describes its ProAll Reimer Mixer as a continuous production plant, and claims that it could save clients both time and money.

Chryso expands into Africa

KENYA is one of sub-Saharan Africa's fastest growing economies, with a huge focus on infrastructure development in roads, railways, seaports, airports, water and sanitation. Cement sales in the East African region are equal to South Africa's cement sales and are currently growing at double digit rates annually. In a concerted effort to remain close to its customer base, the Chryso Southern Africa Group has established a subsidiary that will be headquartered in Nairobi, Kenya. The facilities will also be used as a base to supply products to Tanzania, Uganda, Rwanda, Burundi and Ethiopia.

"Servicing customer needs is our primary driver and the establishment of Chryso Eastern Africa further underlines our strategy to further expand our footprint in Africa," says Trevor Sawyer, country manager of the new company.

As a leading construction chemicals specialist, the Chryso Southern Africa Group continues

to implement plans that will see customers in Eastern Africa having direct and immediate access to both the entire product range as well as a team of technical product specialists. Comprising Chryso Southern Africa and a.b.e. Construction Chemicals, the Chryso Southern Africa Group has established a distributor network and distribution outlets across the African continent and Indian Ocean Islands.

"Kenya has shown impressive sales growth for the Group over the past nine years, so it made good business sense to solidify our presence in the country."

With logistic networks, warehousing facilities and clearing agents already established, Chryso Eastern Africa will now focus on building a manufacturing plant in the next year. "Entrepreneurship, empowerment and decentralisation are a part of the Chryso Group's core values. We therefore do not want to establish a French or South African business in Kenya."

Tsunami warning system uses ToughSonic sensors to detect sea level

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The Senix sensors detect any significant rise and fall in the sea level.

with waves up to 32 feet high that could reach the populous Manila metropolitan area in less than an hour.

The Senix sensors detect any significant rise and fall in the sea level. The data is logged on each platform and then sent in real time to a data receiving center operated by PHIVOLCS where data from all the sensors are consolidated and analyzed using data visualization, interpretation and decision software. The analysis results can be sent to local government agencies in near real-time where officials can sound off sirens to warn people in

high risk areas to move to higher ground.

The company says the ASTI chose the Senix ToughSonic 50 ultrasonic sensor because of ToughSonic's unique combination of durability and flexibility, and because of the personal service provided by Senix engineers through the research and design process. ToughSonic 316 stainless steel housings, epoxy potting and IP68 immersion rating are ideal for harsh marine environments. Senix worked with ASTI to customize the ToughSonic 50 to meet its unique interface and cabling requirements.

Construction commences on SKA road project



NMC Civils has started work on 80 kms of road infrastructure for the SKA site.

THE NMC Construction Group's civils division, NMC Civils, has commenced work on the construction of the access road to the Square Kilometre Array (SKA) site. The scope of work comprises of the design and construction of 80kms of road as part of the infrastructure build-up for the SKA site.

Construction traffic from the earlier phases of the project has left the gravel access road severely deteriorated, necessitating the decision to upgrade the road to a bituminous surfaced road. This phase of the project is

a continuation of the construction and upgrades for the initial infrastructure build-up also managed by NMC Civils.

NMC Civils have also been appointed to the Tarkastad project, currently in phase one, the project involves the special maintenance of the R61, section three from Cradock to Tarkastad. The award of the Tarkastad project, which kicks off on the back of the recently completed Colchester road maintenance project covering 48 km of the N2 and N10 from Colchester to Paterson and Grahamstown,

strengthens the group's footprint in the Eastern Cape. In addition, the team have commenced with civil works on The Vines, located on the picturesque Val de Vie Estate in the Paarl-Franschhoek Valley.

The project will be completed in two phases, comprising of bulk earthworks, construction of a 920m retaining wall in the existing dam, as well as roads and services on erf 144. The NMC Construction Group has positioned itself as a serious contender in the civils sector, consistently delivering products of the highest quality.



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Afrimat Limited is a leading black empowered open pit mining company providing an integrated product offering ranging from aggregates, industrial minerals, concrete products (bricks, blocks and pavers) to readymix concrete.

Afrimat has established a strong foothold in contracting services comprising mobile crushing, screening, drilling and blasting.

Backed by more than 45 years' experience, Afrimat listed on the JSE Limited in 2006. As part of its continued diversification strategy, the group is expanding its footprint into Africa.

The group's capabilities enable Afrimat to service projects of any scale from major infrastructure and construction projects for state-owned enterprises and parastatals through to small private sector contracts.

Maintain plant during tough times

WHEN money is tight, vehicle owners still usually continue with scheduled services, knowing that to skip them and drive a car until it breaks down will cost more in repair bills than they would have spent on the services.

The same logic should apply to process plant, yet there are plant managers who skimp on maintenance, waiting for more favourable economic conditions and hoping that the machine will keep going until then.

Neil Britz, sales and marketing director at specialist pump company AESPUMP, believes that more should be done to persuade management to treat process plant as they would their own motor vehicles.

"It's important for plant owners to realise that if they don't invest in machine maintenance and condition monitoring, then they should prepare for expensive machine failures and even more expensive plant downtime," says Britz.

Even before the economic downturn began, AESPUMP had begun to phase in a programme of working closely with

its customers to help minimise maintenance costs on the Sundyne pumps and compressors that this company supplies. The programme has been accelerated in recent months.

With each customer, the first part of the process is to check that the machine is being operated correctly: how it is being started and stopped and how valves are being opened and closed.

Next, an assessment is made of the operators' knowledge of machine capabilities, limitations, operating parameters, best efficiency points, design flows and design discharge pressures.

"This is because the probability of a machine failure obviously increases if the pump is being operated outside its parameters," Britz explained.

Simple changes such as raising the level of liquid in a suction tank to ensure positive pressure into the pump will often eliminate cavitation that the operator knew was present, but did not know how to prevent. Cavitation is a major cause of bearing and sealing failures in pumps, because of the vibration that it causes.



Neil Britz, sales and marketing director at AESPUMP.

"We find that we can achieve a longer MTBF (Mean Time Between Failures) by ensuring the correct operation of installed equipment, saving the customer hundreds of thousands of rands," said Britz.

AESPUMP also has a focus on preventative maintenance.

"We ask how long the machine will be allowed to operate before switching over to a standby unit, if there is one, and we check on things such as whether gearbox oil changes are

being made regularly," Britz continued.

He said that one preventative maintenance measure widely carried out without prompting is that of vibration monitoring, indicating that most plant operators are well aware that excessive vibration in a machine running at high speed can damage it within two days, necessitating repairs and causing expensive downtime.

Of course, the counter argument to AESPUMP's presentation is that to run the

pump until it fails, and then replace it, will cost less than would maintenance and condition monitoring because of the very high potential costs of loss production in cases where there is no standby machine to permit maintenance.

Not so, says Britz, because in such cases condition monitoring becomes more than important – it becomes essential – and continuous, real time condition monitoring should replace periodic checks, with the necessary instrumentation installed and connected to the control room to ensure maximum machine uptime.

"AESPUMP offers all the necessary instrumentation, either fitted to the machine at the time of its manufacture in the factory in France, or as a retrofit here in South Africa," noted Britz.

Although most of AESPUMP's customers have condition monitoring teams as part of their reliability departments, many of them admit to grey areas. For example, monitoring the level in a suction tank does not guarantee that liquid is actually entering the

pump, because liquid flow may be impeded by strainers, pipe bends or blocked valves.

"In one installation that we examined, we found that even when a brand new pump was installed together with an even deeper suction tank, the flow medium was still not able to reach the pump in the correct volumes. The cause was a blocked pipe."

Britz says that by helping customers to focus on keeping existing equipment running, AESPUMP aims to build relationships that will stand the company in good stead into the future.

The company is also using this interface time with customers to explain the dangers of

using pirate parts on Sundyne equipment.

"While we understand that customers are being forced to look at alternative, cheaper spare parts, the use of non-OEM parts can complicate repair work when it becomes necessary.

"And that usually happens when the customer stops using pirate parts because of premature failure, and makes the decision to revert to Sundyne spares designed for these very high quality, very high speed turbine machines.

"The result is that he spends more money on spares than he would have done had he remained with Sundyne parts in the first place," Britz concluded.

Metal-seated ball valves protect critical assets in severe service applications

FISHER Z500 ball valves provide tight shut-off for improved process efficiency and uptime, according to the company. Emerson Process Management has introduced the Fisher Z500 line of metal-seated ball valves to its severe service portfolio.

Fisher Z500 metal-seated valves are engineered to withstand higher temperatures, pressures, and more erosive conditions than a standard on/off ball valve, providing "increased reliability and protection of critical assets in demanding applications." A bi-directional sealing design offers a unique solution to process back pressure and shutoff requirements in both flow directions, safeguarding control valves and other equipment in the line.

Fisher Z500 valves are designed with an integral metal seat and self-energized metal body gasket to help eliminate leak paths and withstand extreme temperature changes. Live-loaded packing, side-mounted brackets, and fixed centerlines help reduce side loads on the packing and de-

Fisher Z500 metal-seated valves are engineered to withstand higher temperatures, pressures, and more erosive conditions than a standard on/off ball valve

crease overall wear for a longer service life. This addition of on/off valves to the Fisher portfolio complements the existing control valve offering and helps ensure seamless integration between products.

"The combination of isolation valves and control valves gives our customers the opportunity to work with a single solution-provider to achieve the process protection and reliability they need for their critical applications," said Kevin Meyer, President of Emerson's Fisher Valves and Instruments business. "We feel that adding another quality product to our wide-reaching network of Emerson sales offices and service centers around the world will not only give our customers a comprehensive valve assembly, but the local support to go with it."



FISHER Z500 ball valve from Emerson.



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INDUSTRIAL and Designer Valves (IDV) was formed in 1996 to service the petroleum, gas and chemical industries in Southern Africa. It has established partnerships with quality companies in order to stock, supply and support superior products to this very specific industry, and has offices in both Johannesburg and Cape Town. In 1999 IDV became

the sole distributors in Southern Africa of the Mecair product range to service the air filtration/pollution control industry, and in February 2011, IDV acquired the Goyen product range to further service this industry. The GOYEN and MECAIR Valves and Controls offer a complete solution for Reverse Pulse Jet Dust Collector applications.

Its valve brands, FZV and NEWAY, are approved by local and international petroleum, gas and chemical companies and carry all the necessary certifications. More recently it has also become a reseller of:

- Leser – PRVs / SRVs
- Atreus - Geodesic dome roofs and internal floating roofs (decks)

- Lightning Master – API 545 lightning protection systems (earthing systems and lightning dissipation systems)
- Protego - Floating suction units, roof drainage systems, flame arrestors and vacuum relief systems for tanks
- Zeeco - Vapour recovery units.

All equipment and services supplied by IDV are guaranteed and supported by the relevant standards and documentation. IDV have experience in successfully handling large projects and contracts and prefer to use local technology, but draw on the experience of overseas engineering consultants and manufacturers as needed.

Pumps for farmers

COMMERCIALISATION of the southern African agricultural industry has changed the equipment supplier landscape, with farmers nowadays requiring products of an industrial quality that are able to perform efficiently and reliably without unnecessary downtime. According to Louis Opperman of KSB Pumps

and Valves, this is especially true of agricultural pumps that are at the heart of farming operations, as farmers can not afford to have a pump break down at a critical time, when lack of irrigation may lead to crop damage or empty reservoirs and livestock losses.

“Farming has changed and the same rules now apply to farms as any industrial company where productivity, availability and after sales service have become critical to ensuring the success of an operation. As a result, farmers are increasingly turning to us to provide full solutions to their pumping and fluid transfer requirements.”

“We have a hard-earned reputation in the farming industry for supporting our products to ensure they operate reliably over many years and even decades in a wide range of challenging conditions. In addition, our technical support is well respected and farmers have been turning to us to provide pumping solutions for their specific requirements for over 100 years,” says Louis.

He continues that rather than chopping-and-changing between cheaper brands to save money, modern farmers value the kind of experience and expertise that KSB Pumps and Valves brings to the table.

“They would rather have a pumping solution that they can rely on with service to match, than have a mix-and-match of pumps and valves that may or may not be supported in a few years time.”

“The brand is trusted and products such as the company’s legendary Etanorm range of pumps have been in the marketplace for long enough to be recognised by several generations of farmers; and have constantly been adapted to meet changing requirements.”

The latest fourth generation Etanorm end-suction pumps are also 100% made in South Africa for SA conditions. “In its latest guise the Etanorm has been adapted to make it easy for farmers to retrofit our pumps across in all applications where other brands have been used. We have added a bearing bracket design to allow farmers to simply bolt-on our pumps as replacements to their existing pumps as they now have the same specifications and pipe fittings as comparable pumps from overseas. Our range now also conforms to EN733 international standard dimensions and flow ranges for easier specification, as well as fitting and ret-



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Continued on P35

Increasing plant availability with expanded Warman WBH slurry pump range

PLANT availability is paramount in all commodity sectors and there is an increasing emphasis on optimisation of pumping systems from end users as part of their cost savings drive.

“One of the options in terms of reducing operating cost is to replace older technology with new,” says Rui Gomes, product manager slurry pumps for Weir Minerals Africa and Middle East.

Gomes points out that Weir Minerals Africa has a depth of experience and expertise in terms of assessing pumping systems. This allows the company to provide solutions aimed at assisting customers in reducing total cost of ownership on pumping systems.

“The recent expansion of the Warman WBH range of pumps now gives our customers access to the latest tech-

nology across a range of pumping applications.”

The Warman WBH slurry pump is typically used in heavy duty applications such as mill discharge, slurry transfer and process pumping applications and is ideal for both greenfields and brownfields projects.

“During its development we extrapolated the best attributes of our existing heavy duty slurry pumps and incorporated these into the new range,” Gomes continues.

In 2010 the Warman WBH 75 and Warman WBH 100 were launched to the African market through a trial programme. The twofold objective was to obtain field and verification data and to gain market acceptance.

The Warman WBH pump has proven so popular with customers that the range has been expanded upwards and

downwards, and covers from 50mm discharge diameter up to 300mm discharge diameter with flow rates of between 5 litres per second and 800 litres per second.

The Warman WBH range is available with both metal volute or rubber liners, depending on the application. For instance, rubber would be suited to gold, copper and platinum pumping applications whereas a metal volute is used predominantly in diamond and coal processing plants while in iron ore processing, a mix of metal and rubber is used.

Furthermore, the Warman WBH pump features a streamlined impeller and volute design, enabling flow paths within the pump that enhance the overall performance and combine high efficiency and long life.

The pump is designed with a throatbush or

front liner adjustment mechanism, which continuously minimises the impeller gap as recirculation increases.

“Recirculation of the slurry within the pump will significantly increase the wear, which in turn decreases the component life. To counter this and provide a significantly improved life on the impeller and throatbush, the gap between these two components can be mechanically adjusted from a single point on the pump exterior. This makes ongoing adjustment, as normal wear occurs, a simple task,” Gomes explains.

The front liner adjustment mechanism also rotates the throatbush for a more even wear pattern and eliminates premature failure due to localised wear which would occur without this feature.

The new bearing assembly has been engi-



Design engineers at Weir Minerals Africa working on a CFD model during research phase.

neered to handle higher capacity motors and the bearing assembly shaft has a shorter overhang, which minimises deflection during operation and will increase the expected bearing life.

“The final design was based on a combination of wear component data gained through years of experience and the use of sophisticated software, including Computa-

tional Fluid Dynamics (CFD.) From a wear life perspective this increase in volute life has translated into a decrease in maintenance costs for pumps users,” Gomes concludes.

Pumps for farmers

Continued from P34

rofitting. We have also designed a bearing pedestal with same footprint as existing KSB pumps for ease of replacement.”

Other benefits for farmers include higher efficiencies and lower (net positive suction head) NPSH for improved pumping abilities, while the new Etanorm range also comes standard with replaceable wear rings with various options available for oil or grease lubrication. Options are also available with cast iron or bronze impellers, as well as all-stainless steel options and other variations to suit different applications. Mechanical seals or packed gland design are available across the range at the same price.

Louis says that the new Etanorm range is specially made to meet modern requirements and has better efficiency and perfor-

mance than ever before. Easily replaceable parts and improved serviceability makes it ideal for trouble-free usage on farms and processing plants.

Other useful pumps for agricultural use include the range offers ETA C + D pumps for higher volumes as well as multi-stage high pressure water pumps for heads up to 300m (30bar) as well as submersible solid handling pumps and other pumps that are ideal for farming application.

“To support our massive range of pumps we have sales and service outlets in every major city in southern Africa and have a full distributor network that reaches nearly every town to bring farmers the pumps they need and provide them with the best service possible no matter where they may be,” Louis concludes.



Modern agricultural pumps from KSB Pumps and Valves are able to operate efficiently and reliably in any farming conditions.



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Air-based solutions for pneumatic conveying

PNEUMATIC conveying involves the moving of powdered, granulated or pelleted goods through a closed piping system. It is commonly applied in cement plants, flour mills and the food processing industry to move material from one side of the plant to another, to mix products or to fill into cyclone feeders, silo or bins – writes Aerzen Airgas marketing coordinator Andreas Stübel.

Air is used to lift a product, provided that

it moves faster than the terminal velocity of the material.

The process air can be supplied by fans, roots blowers or screw compressors. The type of machine used depends on the density of the product, the length of the piping system and the pressure required to convey the material. A product's resistance to air also determines the speed at which air needs to move to overcome the resistance, therefore air volume flow is of

utmost importance.

Resistance within pneumatic conveying pipelines is made up of two factors, air flow and material flow. Air flow resistance is comprised of the force needed to accelerate the air, friction between the air and the pipe wall, and the dynamic losses due to changes in direction of the piping system.

Material flow resistance includes the force needed to accelerate the material, the energy needed to lift the material, and the

loss of energy caused by particles impacting each other and the pipeline wall. The total resistance calculated in a pneumatic conveying system also includes the resistance from other machinery attached to the system, such as receivers, filters, rotary feeders and cyclones.

Pneumatic conveying systems come in two forms, positive pressure and negative pressure. The major difference between the two is the static pressure available to the systems. As a

consequence of the greater static pressure available to overcome resistance, a positive pressure system is used where long horizontal pipeline runs with many bends are present.

Air is blown in from the feed end and pushes the product forward. In a negative pressure system, air is sucked from the receiving end, effectively pulling the product along. Negative pressure conveying is limited to systems where the conveying is vertical with few bends and short horizontal runs.

In the majority of positive pressure systems, the pressure differences required is below 1 bar. In this case, an Aerzen Delta Blower Generation 5 unit is commonly used to deliver air to the blowline. In very long systems, where the pressure differences are larger than 1 bar, an oil-free Aerzen Delta Screw Generation 5 compressor is ideally-suited.

For the energy-conscious market, the highly-efficient Aerzen Delta Hybrid rotary lobe compressor can be applied, with energy savings of up to 14% when compared to standard equipment. The Delta Hybrid bridges the gap between a roots blower and screw compressor, providing positive pressures up to 1.5 bar. All three machine types are also available as vacuum units.

All Aerzen machines come standard with non-return valves on the discharge side. If a motor fails, the non-return valve shuts and prevents any product from entering the machine due to the back-pressure from the system. In the case of a blockage in the piping system, a safety relief valve on the discharge silencer relieves excess pressure build-up and protects the unit from over-pressurising.

'Fit for performance' versus 'fit for purpose'

How 'equivalent' is your product, really?

WHAT are the limitations and restrictions of a product supplied as an 'equivalent' or 'otherwise approved', and how do we interpret the term 'equivalent'? Is it related to visual elements, performance, function or quality? These are questions that Vital Engineering's Managing Director Dodds Pringle considers pivotal in today's market, where imitations abound.

As a strong advocate of the importance of making an informed choice when it comes to safety products, Pringle is wary of the number of sub-standard products that are 'passed off' as being equivalent to specified products by engineers or quantity surveyors.

"How often do the words 'or equivalent', or 'otherwise approved' appear in descriptions of products, or on drawings and bills of quantity? What do these terms actually mean? The interpretations can open the door to a multitude of variations and specifications, as well as the grey area of personal preferences," says Pringle.

Vital Engineering is a long-established manufacturer of gratings, stair treads, expanded metals, pressed floors and safety handrail, and supplies to a number of South African industries, including mining, power and structural engineering.

The dangers of a visual equivalent

"In the gratings, hand railings and expanded metal industries, is there is plethora of sub-standard products on offer at good prices, both local and imported. These products might appear to be the same, but perform completely differently to recognised

specifications and standards," says Pringle. "Hand rails, for example, might look the same and would therefore be viewed as being functional for the purpose for which they were intended, but not necessarily the performance they were intended for."

The Oxford dictionary defines 'equivalent', as a noun, as 'a thing that is equal to or corresponds with another in value, amount, function and meaning. However, each of these terms has its own meaning(s) and implications, Pringle points out.

"It follows that, because of the various interpretations inherent in 'equivalent', function does not necessarily imply performance."

"All these variables are a minefield in the safety industry, where products that look similar, but do not correspondingly perform the same, nor even have the same mass, are construed to have met most of the criteria in terms of 'equivalent'. The expectation generally, is that there will be some differences between the specified product and an equivalent. The difficulty is the measure of the limitation or difference," Pringle advises.

Beware of short cuts

Pringle notes a worrying trend regarding the increasing acceptance of 'equivalent' products, including those intended for safety purposes (such as supporting resources at height), which can have disastrous results.

"Lost time injuries (LTI's) occur - and in some cases fatalities happen - as a result of non-conforming equivalents which look the same, but perform nowhere near

Continued on P38

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Goscor upgrades in the Western Cape

IN line with recent upgrades at its head office in Johannesburg, the Western Cape branch of Goscor Lift Truck Company (GLTC) moved to new improved premises in Brackenfell towards the end of last year. GLTC Western Cape director, Anthony Fouché, says that the move has been a great success.

"Our goal is simple," says Fouché. "We do whatever it takes to constantly improve the world-class service levels that we insist our customers receive. Due to our phenomenal growth in the Western Cape in recent years, the previous premises were not conducive to our achieving this goal so we decided to upgrade."

Fouché adds that much research and effort went into finding premises that were structurally suitable and that would last for some time into the future.

"We found an excellent location

and the structure enabled renovations that modernised the offices and changed the workshop into a world class facility," he says.

The main benefits of the new 8,200m² premises are a new yard that is now large enough to accommodate the biggest container and interlink trucks to off-load high volume deliveries. There is also a much bigger parts store inside the warehouse enabling the company to carry more stock of high moving parts and in so doing provide customers with a higher level of service support.

Another very important benefit is that there is more than enough customer and staff parking available.

Fouché says that construction of new, state-of-the-art spray and wash bays will commence shortly.

The Western Cape branch of GLTC has been a star performer over the years and the company is confident

that the new move will go a long way to enabling the growth predicted for the region in the near future.

"This is an excellent team and a new location was required for it to fulfil its potential to the maximum," says GLTC MD Darryl Shafto. "I look forward to seeing the Cape Town branch growing from strength to strength," he concluded.

Goscor Lift Truck

Company has been providing best practice industrial warehousing equipment solutions to the market for the past 29 years. Goscor carries a range of world-renowned products such as Crown, Doosan and Bendi forklifts, and has become one of the leading industrial warehousing equipment suppliers in the materials handling industry in southern Africa.



Goscor's new Cape Town premises.

New system ensures rise in operational efficiency

SEW-EURODRIVE Johannesburg has improved its operational efficiency by as much as 40%, after rolling out its new standardisation of logistics and assembly processes (SLAP) system earlier this year.

SLAP specifically focuses on the goods receipt process, assembly and capacity planning, commissioning assembly, and packing and shipping. SLAP was initially implemented at SEW-EURODRIVE Germany, with South Africa being the sixth country to roll out the efficient new system.

According to SEW-EURODRIVE General Manager Gerd Seuffert, it took eight months to implement SLAP due to the large-scale factory refitting, re-orientation and training necessary to accommodate the system.

"Now that the system is up and running, it has become apparent that all the hard work and investment was worth it. Conservatively, it's safe to say we have seen an operations improvement of between 30% to 40%," he states.

Since the implementation of SLAP, Seuffert admits that there has been a marked improvement at the Johannesburg branch on the goods receiving side. "One of the major benefits is that SLAP barcodes enable local

warehouse staff to identify exactly what parts are in a fully-loaded container from Germany, for instance."

He adds that each part can be quickly matched up with the

Continued on P42



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'Fit for performance' versus 'fit for purpose' How 'equivalent' is your product, really?

Continued from P36



Vital Engineering's Managing Director
Dodds Pringle.

the levels or standards of the specified products. This can lead to a multitude of failures, disputes and potentially even litigation."

Economic downturns and their effect on the manufacturing industry result in 'short cuts' being taken, due to the number of 'equivalent' products on the market, which are offered at cheaper prices, Pringle notes.

"In the end, they can cause greater costs to

contractors, designers and quantity surveyors, when failures occur, resulting in massive legal costs, time and effort – just for the sake of saving a few rands."

"It is not to say that some equivalents are not in fact far better than the specified item in performance; but it is crucial to be aware that some of them certainly are not – and the acceptance of these products can lead to new, significantly lower standards

that are then accepted as the new industry norm," Pringle warns.

A way of overcoming this, he proposes, would be to not specify a certain brand, which might be obsolete, outdated, or modified in shape or form – but rather a performance level to which the product must conform. "There can therefore be no equivalents in this scenario, as either the products offered conform to the performance criteria,

or they do not."

'Fit for performance' versus 'fit for purpose'

"It is becoming more and more important to specify performance over brand name. This would give the designer or engineer a more relevant and professional range of suppliers to choose from.

At the same time, it would ensure that suppliers take full responsibility for their products

in the event of failure or safety issues.

Suppliers who offer non-conforming, sub-standard products to the market – which put the lives of people at risk – should face the highest possible penalties. This will help protect the industry from fraudulent practices and prevent contractors and business owners from having to face prosecution and other major repercussions," Pringle concludes.

Complete entrance solutions for the manufacturing industry

FOR the convenience, security and safety of manufacturing and warehouse facilities, Maxiflex Door Systems brings together a combined offering of automated door products from industry leading brands – Crawford and Albany.

The use of automatic entrances to separate environments through-

out a facility helps to minimise contamination risks, maintain temperatures and safeguard food products in cold storage areas and protect workers and equipment in busy, high traffic areas.

The Maxiflex Door Systems product range includes specialised options to meet the entrance needs for the

back and interior of any manufacturing facility. The industrial doors and loading dock equipment from Crawford ASSA ABLOY features superior docking shelters and automated levellers for the utmost convenience. The high-performance doors from Albany ASSA ABLOY provide lightning-fast opening and

closing speed that provide a smooth flow of goods.

Maxiflex Door Systems latest addition to the high speed door range is the Albany HS9010PFR, a high speed door specific for freezer environments, allowing efficient traffic flow, while minimising temperature variations. The high operating

speed and excellent seal optimize the internal traffic flow and provide energy savings. The door can be set to open every 20-25 minutes to avoid build-up of ice on side guides and curtain. Heating cables in the side columns and motor also help prevent this ice-formation.

These quality products offer significant energy savings. Tight sealing reduces air infiltration and the option for insulation further controls environments. The benefits of automation, including safe and effortless flow of vehicles, goods and people, make Maxiflex' entrance solutions ideal for reducing the high energy costs associated with large manufacturing facilities.

Maxiflex Door Systems offers service and preventative maintenance programs on



The Albany HS9010PFR is a high speed door specifically designed for freezer environments.

industrial doors and docking systems. Its professional organisation and skilled technicians can assist you quickly with the right expertise.

"With branches throughout South Africa, Maxiflex is able to provide customers with excellent service, installation and maintenance," says the company.



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Toyota Forklift wins Shoprite/Freshmark's warehousing equipment order

TOYOTA Forklift – a division of Eqstra Industrial Equipment (“EIE”) – has been awarded a major order for a comprehensive range of warehousing equipment for the Shoprite and Freshmark operations of the Shoprite Group of Companies, Africa's largest food retailer. Eqstra says that the order sees one of the first deliveries of the zero-emission and exceptionally efficient Toyota Traigo electric counterbalanced forklift trucks to an operation in South Africa.

The equipment sup-

ply and on-site maintenance contract was awarded to Toyota Forklift towards the end of last year, with delivery rolled out from late 2014 into 2015. The order, comprising a total of over 400 trucks, predominantly from the BT range of warehousing equipment, is mainly for Shoprite and Freshmark distribution centres in Cape Town and Centurion, where the equipment will be used for both replacement and expansion purposes. The Centurion distribution centre is reportedly the largest of its kind in

southern Africa.

The equipment being supplied includes award-winning products from Toyota Material Handling Europe, including the Toyota Traigo forklift truck and Toyota I_Site, recipients of International Forklift Truck of the Year 2014 awards. The powerful forklift fleet management solution, the Toyota I_Site, now offers web-based control, providing convenient access and easy and effective fleet management.

Also part of the order are 200 BT Optio

low-level order pickers, designed to meet a variety of demands for picking height, manageability and load capacity.

“This major order is a proud addition to our long working relationship with the Shoprite group of more than 15 years. It is fully in line with our philosophy of forming partnerships with our clients for life, not only through the delivery of world class products, but also based on our customer-focused service,” says Gary Neubert, Eqstra Divisional CEO: Industrial Equipment.



The Toyota Forklift team handing over to the customer at the Centurion Distribution Centre.

Lifting the warehousing, logistics and retail industries

JOHN Valentine Director at Real Telematics chatted to Cape Business News about the changes in the materials handling industry, and business in general, and what Real Telematics is doing to not only keep up, but to set new trends. These include simplifying reports and delivery of information to clients, battery solutions and equipment that offers clients the flexibility to upgrade at any time.

Valentine says that by focusing on the clients and their lifestyles, the company can clearly determine how to supply true solutions to the market, not just materials handling equipment.

“For me it started by noticing how many pre-booked meetings were being postponed, or during those meetings how many calls or interruptions my customers were fielding. We saw that these same customers also had schedules for meetings from early morning until late at night, it not being uncommon for them to be working 12 to 16 hour days. Taking from this we knew that we had to shake up things in our operation. As a result, we have changed our offering from ‘self service,’ ‘fire and forget,’ to ‘How can we make your life easier?’ We now actively try to take as many forklift associated headaches away as we can, so that our customers can focus on their core business.”

This was key when the company saw that PC-based software was fast becoming outdated and difficult to support.

“We moved our soft-

ware online about five years ago and made access to our systems and reporting web-based.”

However, in the process, Real Telematics realised that although clients had access to reports with vital information on their forklifts, they were simply not logging on and so this information was being lost.

“We realised at that point that we had to make things easier for the customers by putting the information in a simpler format and sending it to them automatically via email each day. This worked beautifully and now we are surprised if a customer actually logs in to the system twice

a year as all they need is delivered live or on pre-scheduled days.”

According to Valentine, one of the biggest changes in materials handling has been the gradual shift from gas/diesel machines to battery electric machines in enclosed spaces such as warehouses and retail applications, as well as in pharmaceutical and food production areas.

“Gas/diesel machines still appear to be favoured outdoors or in operations without stringent emissions concerns, and in this area Real FMX undoubtedly dominates with sheer volume of quality features, particularly those that show

immediate tangible benefits such as ‘excess idle cut out’ and ‘transmission protection’ (Gear Control and Tyre Wear reduction,)” continues Valentine.

The company had a look at its electric equipment and realised that although they have fewer monitoring points, the machines still have significant costs, most of these are related to the batteries.

“This is where Real Telematics started changing from simply monitoring the battery to providing a range of battery management features. The latest development in this is our ‘battery cut-out’

Continued on P42





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Load testing on one of the two 25 ton headgear cranes manufactured by Condra for Mopani Copper Mines' Sinclinorium shaft.

Condra delivers Sinclinorium headgear cranes

CONDRA has completed load tests on two 25-ton headgear cranes manufactured at the company's Germiston works for Mopani Copper Mines' Sinclinorium shaft.

The tests were witnessed by a representative from Mopani Copper Mines (MCM) in June – ahead of delivery to the Nkana Mine, near Kitwe in Zambia, where the new shaft is scheduled for

commissioning toward the end of this year.

The two headgear cranes are part of a bigger order that includes two 70-ton maintenance cranes for the project's winderhouse. Condra will begin work on these in August.

MCM's headgear cranes were manufactured as identical machines with very high lifts of over 80m. They feature high tensile ropes

and incorporate materials of the best possible quality on critical components. Gearboxes, for example, are made of 36B case hardened stainless steel. Live axle drives have been used throughout.

Condra has manufactured several cranes for Mopani Copper Mines over the years, including overhead cranes, high lift machines and hoists.

Managing director

Marc Kleiner said that this customer had named reliability and rapid service response among the reasons for awarding the order for Synclinorium's headgear and winderhouse cranes to Condra, which submitted a tender price higher than those of two rival bidders.

Rapid response is supplied by company agent EC Mining, which is based in the Copperbelt

and able to react quickly to service calls using spare parts held in stock.

Kleiner said competitor manufacturers in the northern hemisphere generally found it difficult to respond promptly to service requirements in Zambia.

"Last year, we lost the order for Synclinorium's workshop cranes to a European company, but there have apparently been long waits for spare parts for these cranes when they were needed," Kleiner said.

"Copper mining companies need maximum production because of the currently depressed copper price, but this is dependent on the reliability of all machinery installed in the mines. There is no margin for excessive machine downtime.

"It is a fact that the ability of some of our competitors to respond to needs and realities of African continent lags behind that of Condra. I am pleased that we have been able to add Synclinorium's headgear cranes to our long list of successful installations throughout this continent," Kleiner said.

An interesting aspect of manufacture of the MCM cranes was the flexing of factory production schedules in order to meet time-to-site requirements. According to Kleiner, this is something that Condra is accustomed to doing, whereas most rival companies tend not to be as accommodating.

Africa's market for very high-lift cranes such as those for MCM has for many years been dominated by Condra, which designs these machines around the company's durable and robust K-Series hoist range, proven to be dependable under conditions of increased mechanical strain associated with high-lift applications.

The modular design of the K-Series allows rapid modification to specific high-lift requirements, resulting in delivery times that are usually the shortest available.

Competitive prices are the result of long production runs of standard parts.

Condra uses silumin rotor cores to enhance K-Series motor-starting torque in the high-lift role, and has developed variable speed control levels on the drives to enable precise load positioning even on lifts of 100m and more.

Hoist speeds of between zero and 18m per minute, and travel speeds of between zero and 200m per minute, are possible.

Condra manufactures to ISO 9000 standards, and complies with the standards of ISO 14000 and ISO 18000.



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Better in Bloem

RENTTECH South Africa's growth trajectory is continuing with the recent opening of a new branch in Bloemfontein. The move is in response to a growing demand in the Free State and Lesotho, particularly in the agricultural sector, for the sales and rental of quality industrial equipment at affordable prices.

"Renttech identified the need to provide higher levels of personal service, as well as the benefits of a large stockholding and faster turnaround times to our customers in the Free State," says Etienne Gouws, Branch Manager of Renttech South Africa in Bloemfontein. "Our new 400m² facility is ideally located between two busy industrial areas, and we are fully geared to service our clients in the Free State, as

well as Lesotho, and to meet the industrial and agricultural activity in the region."

With a large fleet of rental welding equipment, a large portion of Renttech's value proposition to its customers is its specialist knowledge and expertise in all aspects of welding processes and equipment. The company's distribution agreements with Lincoln Electric for welding equipment, and Air Liquide for welding gases, place Renttech in a strong position to offer 'across the board,' high-quality welding solutions to its Free State customers. As the largest global supplier of welding solutions and equipment to tractor manufacturer John Deere among others, Lincoln is an important brand name in the agricultural sector.

"We identified a definite gap when it came to offering an optimum welding service to our customers in the agricultural sector in the Free State," notes Gouws. "Our range of welding equipment, consumables and specialist welding gases, coupled with Renttech's own in-house technical expertise, are now providing new levels of convenience and accessibility for our welding clients in the region."

"Our clients value the convenience of a dependable 'one-stop shop,'" says Gerrit van Zyl, Managing Director of Renttech South Africa. "We realise how important it is for them to know that they are renting the best in the business, backed by knowledgeable service. Our distributorship of Lincoln Electric, as well as Harris - among

other global brands - allows for this, further underscoring our vision of becoming the leading supplier of welding and industrial equipment in South Africa."

The company's portfolio of industrial equipment includes a wide range of generators, which, given the current power crisis, are becoming increasingly sought-after, according to van Zyl. This is particularly true of Renttech's new range of diesel-driven generators, which meet both domestic and commercial/industrial demands.

"There has been a very positive response to our new diesel generators, both the smaller units - for domestic and small business use - and the larger, heavy-duty range. We are therefore all set for a spike in demand for our generator sets as our agricultural



Renttech has seen a positive response to its new diesel generators, both the smaller units - for domestic and small business use - and the larger, heavy-duty range.

customers encounter and have to plan around load-shedding this winter."

Renttech's diesel-driven generators range from 10kva up to 250kva, and include an extra heavy-duty 'rental spec' series for extreme conditions.

"Our agricultural customers in the Free State are also reaping the benefits of our range of water pumps and machine tool solutions," says Gouws,

adding that, thanks to rigorous ongoing product and technical training, the Bloemfontein branch will ensure consistent and up-to-date 'Renttech-style' service.

"We are excited to be filling a gap through Renttech Bloemfontein. Having a presence

in the region will enable us to offer a more 'immediate' service for our Free State customers, and key industries in the region, notably agriculture, will benefit from having a high-quality product offering - right on their doorstep," van Zyl concludes.

Johnson Crane Hire crawler crane fleet provides heavier lifts

UNDERTAKING a heavy lift is not a case of 'one size fits all' but rather about selecting the most appropriate lifting solution for a given project or contract. This is according to Johnson Crane Hire that has one of the highest capacities for heavy lifting in the continent.

"Ultimately, a successful heavy lift is determined by the technical expertise of the heavy lift supplier. Johnson Crane Hire has a breadth of resident knowledge that enables it to provide best practice heavy lift solutions in a turnkey project approach that includes rigging and transportation," says James Robinson, heavy lift manager for the crawler cranes and projects division at Johnson Crane Hire.

"We are able to offer flexibility in terms of heavy lifting solutions because we operate a crawler crane fleet and a hydraulic mobile crane fleet as well as alternative lifting solutions."

Robinson points out that the three largest cranes in the Johnson Crane Hire fleet are its 750 ton and 600 ton lattice crawlers and its most recent addition - a 750 ton truck mounted lattice mobile unit.

Robinson cautions that there is a critical need to recognise that a lattice boom crawler crane offers a vastly greater lifting capacity when compared to mobile hydraulic crane lifting capacities. It is not uncommon to find people making the

mistake of comparing one with the other as the nomenclature can be very misleading.

As an example, Robinson points out that the 250 ton lattice boom crawler competes against a heavy lift 400 ton hydraulic mobile crane. These machines have equivalent lifting capacity, but this not obvious to those that

do not understand the differences between lattice boom machines and mobile cranes. The nomenclature should not be used as the manner in which to differentiate between capacities and capabilities.

"In explanation, a hydraulically operated mobile crane's lift capacity is rated on what is referred to as the load

moment. Most hydraulic cranes are rated at their capacity at 3m, whereas the rating for a lattice boom crane is based on a larger load moment, which can be anywhere between 7m to 14m and this capacity is based on its structural integrity. In essence, a lattice boom crawler crane is capable of performing far heavier lifts and offers greater

flexibility in terms of its application because of its pick and carry capability," he says.

There are distinct limits with regard to the amount of counterweight that can be placed on a hydraulic mobile crane and this is where a crawler crane excels. The lattice boom

Continued on P42

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EVERYTHING RIGGING AND LIFTING #SORTED

South African Institute of Lighting sets SAIL

THE South African Institute of Lighting (SAIL) represents all that is new and at the forefront of lighting in the built environment in South Africa.

The initiative was formed when patrons of the lighting industry recognised a need for an organisation that provided a variety of both tangible and intangible benefits including:

- Up-to-date legislative information from SABS, the NRCS and government that was relevant to a variety of areas of focus in the lighting industry.
- Focus on individual lighting career path development.
- Access to online lighting courses based on a building block principle to advance lighting knowledge and proficiency.
 - Online courses without time away from the office.
 - Courses registered with professional bodies for CPD accreditation.
 - Practical photometry course.
 - Workshops.
 - Masterclasses.
 - Course qualifications will be recognised within the built environment and this includes a Diploma of Illumination
- Membership status and qualifications will be recorded on the membership card which can be presented out in the field where it matters.
- Access to an array of industry events including: Monthly meetings, monthly breakfasts, Q & A sessions, Educational panels sessions, professional speakers, satellite events, golf days, network events, online seminars, showcase events as well as affiliate organisations events. This will provide valuable exposure to a variety of professionals within the built environment.
- This will all be achieved through a modern framework making use of a variety of digital touch points including a members' portal on the website, peer-to-peer social media (Facebook and LinkedIn,) access to downloads, email notifications, meeting invitations, access to current information and international happenings in the lighting industry.
- Members will have

Engineering.

- All this will be available at affordable prices.

- access to a variety of free relevant built environment publications.

Phil Hammond, Chairman of SAIL, said, "Having this dynamic organisation seated in the heart of the Cape sees it amidst some exciting new projects attracting international minds and knowledge into the built environment. We are all about promoting great execution and use of lighting practices and we will endeavour to contribute to the success of local collaborations in the built environment."

SAIL's goal is to provide real benefits to the members. Membership is open to all professionals working in the built environment including lighting professionals, contractors, architects, electrical engineers, interior designers, facility managers, students, artists and more. The primary focus of the organisation is to provide current information from a variety of areas including, but not limited to, exterior lighting, interior lighting, décor lighting, artistic lighting, stage lighting, commercial lighting, retail lighting, industrial lighting, hazardous area lighting, and street lighting.

"The main objective of its committee is to provide transparent

objective comment and information that adds benefit to their members' career paths. At only R500 per year for membership, the free publications alone more than make up the expense. Group membership is recognised for companies when three or more individual members apply for membership, each individual member would then receive a R20 discount," Hammond said.

"We believe that rather than networking within our lighting industry, success is born from networking within the greater built environment. What we see from our initial efforts is that SAIL is set to transform the way professionals see lighting in the built environment and indeed how lighting practitioners execute professional lighting projects and designs."

Growth in the lighting industry will come from energy efficient projects executed with international standards, prospecting forward thinking and energy conscious markets.

"Low quality and substandard cheap imports do nothing, but dent consumer confidence and tarnish the evolving technologies in a market where consumer knowledge is at an all-time low," Hammond concludes.

New system ensures rise in operational efficiency

Continued from P37



Michael Mereg, Nomaswazi Kubheka and Gilbert Ndlovu.

corresponding job via the SLAP interface, before being sent for assembly. Prior to the implementation of SLAP, Seuffert reveals that it would have taken a significant time to perform this task. "Now it takes a matter of hours, which has resulted in significant time and cost savings," he continues.

Seuffert indicates that efficiencies have also been greatly improved on the assembly line. Once the assembly department receives the parts, job sheets are printed and allocated for assembly by SLAP according to a work cell's availability, capacity and skill set.

"The SLAP system also tracks how long it takes each particular cell or worker to retrieve the necessary parts, assemble and pack a unit. This not only enhances productivity, but also enables the branch to accurately predict when an item will be ready for dispatch," Seuffert asserts.

"Dispatch matters had to be handled manually in the past. Now all dispatch items are electronically logged, located and invoiced via the SLAP system, which can also automatically transfer data to a courier's system via standardised message

formatting. Depending on the requirements, this in turn triggers a carrier sticker or list, and opens up the opportunity for multiple deliveries via one transport or delivery group," he says.

Seuffert indicates that the SLAP system has also enabled SEW-EURODRIVE Johannesburg to better manage and control its stock. "In addition to preventing loss, it allows for better planning and curtails the incidence of parts 'borrowing' for other jobs, which tends to occur when orders need to be filled in a hurry. Several confirmation points along the line also allow users to pinpoint exactly where an item is."

The training benefits derived from the new system are particularly noteworthy. Seuffert reveals that a number of the staff working on the assembly line had never worked on a computer until SLAP was introduced. "Now, in addition to a number of other new skills, these staff members are computer literate, a fact which they take great pride in and which will undoubtedly stand them in good stead in the future."

Seuffert says that SEW-EURODRIVE

Johannesburg is already receiving better customer feedback. "This is thanks to the fact that the new layout allows the factory to run faster, while reducing paperwork, mess and confusion. Efficiency is up across the board. Importantly, we are no longer operating according to a 'push' strategy which is based on forecast demand, we are now operating according to a 'pull' strategy, which caters to actual customer demand."

The rollout of SLAP at SEW-EURODRIVE Johannesburg represents the first step in SEW-EURODRIVE South Africa's nationwide rollout of the system. A further four branches will implement the system in the near future, taking into consideration the lessons learned during the rollout in Johannesburg. This is in line with SEW-EURODRIVE's global 'Standardisation of Services' plan to mechanise and eventually link all branches, in order to provide uniform, integrated products and services.

"SEW-EURODRIVE has embarked on this initiative and is investing heavily worldwide so that no matter where in the world a SEW-EURODRIVE branch is, it will offer a uniform high level of service and produce top quality products. We are proud to have taken the first steps towards making this a reality in South Africa and look forward to bolstering our international ties through this initiative," Seuffert concludes.

Johnson Crane Hire crawler crane fleet provides heavier lifts

Continued from P41

configuration allows for the attachment of an additional counterweight most often referred to as the super-lift ballast. Crawler cranes are able to increase their load moment by balancing the load to be lifted against the super lift ballast.

Johnson Crane Hire has a ten year history in the crawler crane market and has amassed a number of impressive lifts, including a recent heavy lift at Zimplats.

"We were contracted to remove an old mill weighing 225 tons, with a radius of 31m, and to replace it with a new one weighing 170 tons. We then brought in an LR 1600-2 (600 ton) crawler crane from Europe to perform this work. The crane is now part of our permanent fleet," Robinson says.

Johnson Crane Hire also used the LR 1750 (750 ton) crawler crane to lift a 280 ton tippler in Mozambique for the Nacala port upgrade project. A notable feat



This Johnson Crane Hire 750 t Liebherr crawler is configured with super lift for a lifting project at Waterval Smelter.

achieved by the team was the lifting of the 280 ton assembly in one execution. The company is also actively involved in heavy lifts for the major expansion underway at a diamond mine in South Africa. A recent lift at this mine required the lifting of a 110 ton structure with luffer and full super lift configuration at a 55m radius. There are

additional lifts planned for equipment of 200 tons at 35m in the same configuration.

On all lifts, the company provides a full pre-lift feasibility study that includes computer simulated drawings, generating method statements, full risk assessments and load studies. Operation of the well maintained crawler

fleet is supported by an experienced technical team with in-depth knowledge.

Johnson Crane Hire has an acknowledged track record in delivering fit for purpose heavy lift solutions for the power, petrochemical, refinery, industrial, mining and civil infrastructure industries, throughout Africa.

Lifting the warehousing, logistics and retail industries

Continued from P39

feature that allows us to simply remove power from the battery at a pre-configured level (normally 25%)," states Valentine.

This protects the last bit of charge and prevents total drainage of the battery, which can be detrimental to the battery's life-span.

"Considering this feature was only launched in December 2014, it is pleasing to note that it's now a standard feature on all Electric machines we have since fitted."

"We also looked into the other needs of an indoor operation and launched products such as Real Las (Laser Alignment Hi Lift,) Real Blue (Blue

Light Movement Early Warning) and Real Load (Weight Measurement,) all within the last three months," informs Valentine.

Valentine ends by saying that flexibility is key to Real Telematics.

"This is demonstrated by our response to industry in making our product range totally modular."

Clients can therefore pick and choose from its range of features and only pay for what they want. This also allows customers to upgrade units with new features as the needs of their company changes/evolves.

"Many customers might not even be aware

that because we locally produce and support the product that it can also be refurbished and refitted into another machine. We also have all these features available in standalone units with no reporting, which works for areas with no coverage or for customers with limited requirements."

"We feel that although there are probably other suppliers that can do some of the features we offer, there is nobody currently that can do all of our features within a single control unit like we can. This makes the choice to go with Real FMX on your forklift the logical one," concludes Valentine.

Green predictions have cried wolf too often

Continued from back page

When Australia suffered a severe drought (not for the first time in its long history) between 2003 and 2005, scientists predicted drought would henceforth be permanent and Sydney would run out of water. The drought was broken by floods. Sydney residents still have their beer.

In 2006, unprecedented storms and hurricanes. There were some, but they were not larger than some in the records.

Two years later, scientists stated as a fact that by 2013 the North Pole would be so warm that the ice cap would be no more. It is still there.

To be fair to the scientific community, not all its members make

these scary predictions.

It is claimed that 97% of all climate scientists agree with global warming predictions. Greens find it irritating that 3% by their reckoning are holding out. They call these followers of Galileo "denialists," thus adding a new word to English that suggests they are on a par with modern Nazis who claim the Holocaust never happened.

These scientists condemned by the green movement are not a few crazies refusing to face the truth. There are at least 114 of them who attended a conference in New York to register their objections to a climate change scientific "consensus." They all signed a declaration

listing their problems with the science of global warming. It is too long to give here, but the highlights are revealing.

Among them are the following:

"... the causes and extent of recently-observed climatic change are the subject of intense debates in the climate science community and that oft-repeated assertions of a supposed 'consensus' among climate experts are false"

"... attempts by governments to legislate costly regulations on industry and individual citizens to encourage CO₂ emission reduction will slow development, while having no appreciable impact on the future trajectory of global climate change. Such

policies will markedly diminish future prosperity and so reduce the ability of societies to adapt to inevitable climate change, thereby increasing, not decreasing human suffering" ".... warmer weather is generally less harmful to life on Earth than colder" ".... That there is no convincing evidence that CO₂ emissions from modern industrial activity has in the past, is now, or will in the future cause catastrophic climate change"

What these scientists are not saying is that the climate is not changing. It always does. They are saying that science is not about consensus. Claiming that natural disasters such as floods,

droughts, heat waves, heavy snow, storms, mudslides, crop failures (the list is almost infinite) is as evidence of climate change, is not science.

Too many climate scientists have become politicians. The debate is not over, nor is the science settled. Any climate scientist claiming this should stop work immediately and not accept any grant money.

As the dissenting scientists put it so eloquently in their declaration, ".... plans to restrict anthropogenic CO₂ emissions are a dangerous misallocation of intellectual capital and resources that should be dedicated to solving humanity's real and serious problems.



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Winter chill creeping in

OUTSIDE an evil winter's wind was about, deceitfully usurping every niche of the land. Warmth was tricked into little corners from where it could not survive. Thus it was a quiet evening in the local pub and grill, where even Luke the Dude was minding his own business.

The Prof crept in slowly, hunched over like a soldier defeated after a long and brave battle. I nodded. He nodded our bartender towards the Jägermeister and proceeded with the manifold ministrations of his long-serving pipe. Of course he's not going to smoke it, Herr Oberst Doktor Rauchenmeister Aaron Motsoaledi, it's just a lingering habit. Like turning on the wall switch and expecting light.

And so it was. Even Jean-J was morosely Gallic. Of course, Big Ben was having none of this. The local pub and grill has always prided itself in its reputation for good beer, good food and, above all, good company – albeit somewhat sabotaged in recent times by loud music, but what can you do, noise will conquer meaning – and Big Ben knew his rights. It was his money paying for the beer after all, and if it was not presented with an ample serving of good company, he would take his custom elsewhere. And the Governor knew in which patch of shade he could then insert his beer. (Or words to that effect admittedly not quite so delicate, My Lord.)

"What ails thou?" Big Ben enquired jovially from Luke the frowning Dude.

"Arrumph!" announced The Prof, gaining time to ratchet down his thoughts from their no doubt loftier wanderings. "It's 'thee', Double E, not 'thou'. Please do not assault the Queen's language in her more classical forms. Thy attempts at current colloquial abuse are painful enough to the ear."

This would have rendered more sensitive souls perpetually silent, well, at least until the next round, but not Big Ben. He knew his rights and being jovial was one of them. "Thank you, Prof," he laughed, "what ails thee, LD?"

By now none of us was peacefully minding our own business, least of all Luke the Dude, who had just been slapped between the shoulders by a jolly large man. Getting back on the bar stool, he started expressing his evidently troubled thoughts slowly. "It's this minister, he said, the one running the police, Auntie Ria Phiyega."

"She's not the minister," lectured Colin the Golfer, "she's the bloody commissioner. And careful how you spell Riah or, for that matter, Riyah."

"Spelling Shmelling Ha!" opined Luke the Dude. "Who asked you? You know who I mean: Auntie General Ria. But I'll give you that she's bloody alright, isn't she? After that business at Marikana."

"Well, speaking of spelling," said The Prof in his enlightening way. "I, too, was intrigued by the lady's first name. Could it be, I asked myself, an Africanization of Ria? Such as we have seen, thanks to the learned Mr Graham McIntosh – I don't mind saying a UCT man like myself – with Mundell and Mandela, Holmes and Holomisa?"

"So, I decided to do some research. And

there it was, lo and behold, General Phiyega was christened Mangwashi Victoria. Of course the Ria came from Victoria. And if you look on the government's own website, you'll find that this spelling is indeed correct."

"Ha! I told you spelling shmelling, didn't I?" Luke the Dude exclaimed modestly. "So I'm right and that scratch golfer is wrong! More scratching than golfing, isn't he?"

"Oh, sod off," said Colin the Golfer. "So why is she worrying you, Luke?"

Big Ben was uncharacteristically bringing us back to the point.

"That one," reminded Jean-J. "You have forgotten. As is often the case."

In-between dirty looks at all and sundry, Luke the Dude remembered. "It's this Marikana mess. Ten people dead before; another 34 dead on the day. A massacre of striking mineworkers last seen in the days of General bloody Jan Smuts, isn't it?" Luke is a refugee from Gauteng. He still supports the Lions rugby team. But we suspect he does that mostly to provoke the more vocal Province militants.

"All a bit long ago; why are you still pondering it," enquired the Prof.

"That's part of it, isn't it?" said Luke.

"She was the general all that time ago and she still is the general today. I should think someone has to take the blame. Someone has to take responsibility. Fall on the old sword and all that. Say sorry to the nation and offer a decent resignation. Piddle off. And the one doing the piddling off must be the minister or, if you must split hairs, the commissioner. Even better, both of them. They're the ones responsible, aren't they?"

"And if they don't have the decency to go, fat chance, they should bloody well be fired. That's what I say," said Colin the Golfer.

"Whoa! Whoa! Whoa!" protested Big Ben. "You can't just run around here like some Donald Trump on a bad-hair day firing people. They've got rights, you know. It's not like the old South Africa when FW could just fire generals to keep Mandela quiet. Innocent until proven guilty, that's what my party teaches us!"

"Unless that Marius Fransman, that one, concocts some slander against the DA, then your party propagates 'guilty until proven innocent!'" countered Jean-J. "Worse when the target is Israel; they are called Zionists and Apartheid Israel and remain guilty even after proven innocent!"

"Maybe we should not wander too far from the issue," soothed the Prof. "Big Ben does have a point, although in a, shall we say, more mature democracy, someone would certainly have taken responsibility. But the government did appoint the Farlam Commission to investigate the massa-

cre and to identify the guilty. As it turned out, the police and police management in particular, were held responsible. The minister is off the hook, for reasons not clear to me, but the commissioner may well get fired."

"Quite right," approved Colin the Golfer. "And how does Auntie Ria react?" persisted Luke the Dude. "Not me, she says, doesn't she? I can't help it, nothing to do with me, she says. Fire someone else. And you know what upsets her most of all? Wait, here, I've got it, my boy made me a print-out from eNCA; I'll read it to you:

"The Marikana Commission of Inquiry blamed the massacre on the police. Phiyega's statement comes amid media reports that she's digging in her heels ahead of an inquiry into her fitness to hold office. She's said to be particularly aggrieved because she'd only been in her post for two months at the time of the massacre."

"I think she has a point," said Big Ben. "How much can she learn in two months?"

"Now that's just it," exasperated Luke the Dude. "Commissioner of Police is a very responsible job. You should only be appointed to it after you have already proven, repeatedly and over time, that you can do it. Already. From the first day. On-the-job training is for apprentices and waiters. Not for people

OPINION

ON THE CONTRARY



Pieter Schoombie

earning multi-million-rand salaries to take life-and-death decisions. How does her head work? Why does she think she deserves a job she cannot do?"

The silence was broken by the Prof, "The Nats helped Afrikaners by giving them jobs as stokers and wheel-tappers. Those who excelled, advanced. Our present masters appoint their cronies, cadres and comrades to the top jobs in the country. And now they are forcing business to do the same. The results will be the same. Lights out."

The chill was creeping in. Outside an evil winter's wind was about, deceitfully usurping every niche of the land.

E-mail: noag@maxitec.co.za

Green predictions have cried wolf too often

ANYONE alive and literate in the 1960s – and who were sober at the time – can recall scientists' earlier warnings of imminent doom before global warming became the daddy of them all. Those born later will not know them. They are lost in the storm of warnings about climate change.

The only difference since those early days is that the new High Priests of the Green Movement now tell humans they are responsible and must mend their wicked ways.

All these predictions of doom have had one thing in common. They have all been proved wrong except one – global warming. But this is a threat so far in the future that it cannot be tested.

All we can do about climate change so we are told is to throw money at the problem and destroy an economic system that has pulled millions out of poverty. That is why the world's private sector should not ignore the climate warming allegations of the Green Movement. At its extremes, and some would say at its heart, it is profoundly anti-business. That millions will starve if economic growth is stifled is not considered

by the economically illiterate.

Here is a list of Earth-doom predictions. Have they stood the test of time?

In the 1960s, scientists predicted a new Ice Age. We all know they changed their minds when it did not happen.

Australia's Great Barrier Reef was going to be a sterile desert in 1999. It was not. It is still there. Fish cannot read.

Britain would never see snow again was predicted by scientists in 2000. In the first decade of the 21st century, it had so much snow one winter that usually snow-free London was half a meter deep in the stuff.

In 2001, Indians would be starving because of a change in the climate. Drought-tolerant wheat, and nothing unusual in the weather, sank this prediction.

Continued on P43



Keith Bryers

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