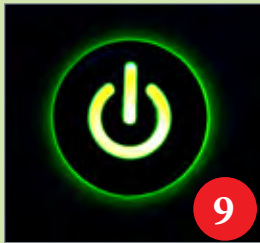




Eskom Crisis - Disaster or opportunity?

CBN speaks to the Cape Business leaders on the Eskom issue.



Redefine grows WC portfolio by R4.1bn

Redefine Properties announced the acquisition of the Leaf Property portfolio.



Saldanha Bay oil and gas to be built by 2018

TNPA has announced that it is looking for investors to develop the oil and gas facility in Saldanha by 2018.



Jingling tills for local retailers (and some ring changes in the boardroom too)



Western Cape-based retail sector stalwarts appear to have traded cheerily through the festive season – despite initial worries that the hard-pressed consumer would shop less enthusiastically over the Christmas period.

Perhaps most heartening is that the two 'big league' fashion retailers – The Foschini Group and Truworths International (see box for both companies' latest acquisitions) – traded rather smartly.

For the trading period covering the 26 weeks to end December 28 last year Truworths confirmed a 5,2% increase in sales to R6,2bn compared with the same period in 2013.

Breaking down the sales numbers further, Truworths disclosed that credit sales grew a brisk 5,4% and cash sales increased 4,7%.

It's worth remembering that credit sales comprise over 70% of Truworths' retail sales. For the period under review Truworths directors noted that product inflation averaged 5,8% and trading space increased by 6,9% relative to the prior corresponding period. Like-for-like retail sales declined by 0,8%.

Foschini – headquartered in fashionable Parow – said Christmas trading was above expectation with group sales growth for December (30 November 2014 to 27 December 2014) of 12,5% and same store growth of 7,3%.

Foschini directors noted growth in the various merchandise categories – the core clothing hub up 13,2% (7,5% on same

store basis); homewares 13,3% (same store: 8,9%); cosmetics 11,2% (same store: 7,4%); jewellery 4,4% (same store 0,5%) and cellphones 18,6% (same store 14,5%). Foschini also reported promising sales for the nine months to 27 December 2014 increased by 10,5% with same store sales growth of 5,1%.

The clothing segment grew nearly 10% with homewares and cosmetics up 13% and 10% respectively. Jewellery was relatively sluggish at just under 5%, but cell phone sales rung up an impressive 22% increase over the nine-month period. Merchandise price increases for Foschini came in slightly higher than Truworths - averaging 6,5%.

Foschini seems fairly confident of a strong finish to its financial year with directors adding that sales post the Christmas period had been strong across all merchandise categories with group sales increasing by 16,2% and same store growth of around 11%.

Foschini's performance is commendable, especially since the apparel division of the JSE's top fashion retailing stock Mr Price, which managed a similar sales growth (16,1% and 11,1% on a comparable stores basis.)

The performance of the local fashion retailers will, of course, intensify the focus on struggling Salt River-based fashion retailer, Rex Trueform, which owns the 50 strong Queenspark chain.

Rextru's trading statement covering the six months to end December should be

published by the middle of this month, and will hopefully show that Queenspark is again trading in the black.

In the meantime a new director – well-known stockbroker Humphrey Borkum – was appointed as an independent non-executive director. Borkum's appointment was triggered by the resignation of Malcolm Segal only days after a stormy Annual General Meeting where Rextru directors clashed with certain shareholders unhappy at the company's performance in recent years.

Shifting away from fashion retailing, Woolworths – which offers a mix of clothing, homewares mixed with upper end grocery ranges – reported group sales up 55% for the first 26 weeks of its 2015 financial year. Although the growth will raise eyebrows, it must be pointed out that the jump in sales relates to the recent acquisition of Australian department store, David Jones. If the contribution from David Jones is stripped out then Woolworths' sales were up 12,5%.

The company's directors said food sales increased by 14% with a price movement of 9,5%.

They said sales in comparable stores grew by 8,2% with retail space (including stores in the rest of Africa) increasing by almost 11%. Directors pointed out that clothing sales in South Africa increased by 9,4% and by 3,4% in comparable stores – which

Continued on P2

Christmas shopping

CAPE-BASED fashion retailers Foschini and Truworths managed to squeeze in some interesting Christmas shopping of their own. Foschini was the big spender, forking out R4,35bn to acquire 85% of Poppy Holdco, which trades as UK-based fashion retailing and design concept Phase Eight.

Phase Eight has 107 stores and 203 concessions throughout the UK, as well as 15 stores and 113 concessions in 16 international markets (including Germany, Switzerland, Sweden, the Netherlands, the Middle East, Hong Kong, Singapore, Malaysia and Australia.)

Foschini directors believe the deal offers an opportunity to take certain Foschini brands outside Africa using Phase Eight's expansion methodology.

Truworths was a tad more frugal in its Christmas shopping, snapping up the well-known Naartjie Kidswear business for an undisclosed sum. Naartjie was founded in Cape Town in 1989, its popular brand characterised by bright, colourful, 'kid-friendly' designs. The company retails through a chain of 26 stores in shopping centres throughout SA.

Truworths CEO Michael Mark said Naartjie would add scale to Truworths' kidswear offering – reminding that this segment had already been enhanced by the proposed acquisition of another Cape Town-based kids clothing niche, Earthchild.

"I believe Naartjie has excellent growth potential after an initial consolidation phase and will reinforce our growth prospects in the kidswear market. Earthchild and Naartjie together with our highly successful L.T.D Kids range enhance the Truworths children's emporium brand appeal."

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Growing the red vine?

ARE Chinese investors fast cultivating a strong taste for the Western Cape wine lands?

In December Chinese technology entrepreneur William Wu uncorked a deal that saw him taking a controlling 51% stake in the iconic Swartland Winery in Malmesbury. Wine industry experts believe further investments by Chinese entities in established farms are almost certainly on the cards. There is a contention that SA wine farms offer great value compared with similar operations in France, Australia and New Zealand.

The Wu deal is no boutique wine farm purchase. The 67-year-old Swartland Winery crushes 25,000 tons of grapes annually, supplying a diverse selection of packaged and bulk wine to local and international



clients. Wu – who has operated in SA since the early eighties - has clearly developed a taste for the local wine business, and has previously invested (on a smaller scale) in Paarl-based winery Veenwouden.

The value of Wu's investment in Swartland Winery was not disclosed, but the businessman's involvement seems to have strong support, with the majority of Swartland Winery's 70 shareholder

members voting in favour of the transaction. In a press statement Wu said his decision to invest in Swartland Winery was driven by the fact that he already had a market for the product.

"The market is in China where I have a ready demand for the quality and volume of wine Swartland produces. Swartland Winery is a great investment. It has access to good, well-farmed grapes and

is one of the few South African wineries of this size where the majority of grapes planted are red varieties – in which the Chinese market is most interested."

Wu added that Swartland Winery's infrastructure - including bottling, warehousing and distribution – offered total control of supply and a one-stop shop for exporting to the Far East, as well as continuing to service global and local markets.

"Due to recent developments, which has led to the wine world's overwhelming interest in the Swartland region, the marketing opportunities for this winery in the developing Asian markets are limitless and we will most definitely tap into the excitement surrounding this region, which some internation-

al wine critics are calling the most exciting wine region in the world."

Wu will serve as chairman of Swartland Winery, and be directly involved in the operations.

Outgoing chairman Frans Maritz reckoned the deal heralded a new chapter in the history of the Swartland wine region.

"The investment will allow Swartland to unlock value for our member-farmers with new markets in China, which comes at a time when the Swartland brand is also making inroads in the European and African market."

He believed the new Chinese partner and his associates in China would rejuvenate the Swartland brand and gear the wine business for exciting new markets and a different business ethos.

Jingling tills for local retailers (and some ring changes in the boardroom too)

Continued from p1

is less than Foschini by more than Truworths. The retail space for Woolworths' clothing offering grew by almost 6%.

Moving to the supermarkets, SA's largest grocery retailer Shoprite increased turnover by about 12,5% from R51,1bn to R57,5bn in the six months to end December. Shoprite directors revealed that growth on a like-for-like basis was 5,1%.

The South African supermarket operation increased sales

by 12,0% with internal food inflation averaging only 5,2% (compared with the estimated official food inflation figure of 8,4% during the period.) The directors said the supermarket operation benefited from strong sales in December – which were 13% higher than in the sales figure reported in 2013.

Interestingly, Shoprite's furniture division experienced a buoyant December, during which sales jumped 12,2% on the back of

a strong performance from the OK Furniture brand. A point of comparison for Shoprite's performance is not readily available. Cape Town-based Pick n Pay does not issue a trading statement coinciding with the Christmas sales period as it has a February financial year end, which means a trading update is probably only likely in early April.

The Woodstock-based Clicks Group increased sales by around 14% to R8,2bn in the 20 weeks to 18 January this year. Directors said the Clicks chain grew turnover by 10,3%, driven by a well planned promotional programme that appealed to value conscious consumers. They indicated that Clicks showed real volume growth of 3,6% as sales growing almost 8% with selling price inflation of 4%.

Musica increased sales by 2% with same stores sales growth of 1%, while The Body Shop grew sales by nearly 11% and in comparable stores by 9%. Total retail sales - including Clicks, The Body Shop and Musica, increased by almost 10% and by 7% on a comparable store basis.

Clicks CE David Kneale said customer behaviour continued to reflect a shift to shopping later in the festive season with the group experiencing record trading in the three days before Christmas.

"We have also continued to see buoyant trading in the period after Christmas and into the new

year, again driven by promotions activity."

Despite this sound trading statement CBN was a tad surprised to note that Keith Warburton has opted to step down as an executive director of the company and as chief operating officer of the Clicks brand after just two years at the helm. The decision, in CBN's mind, is rather sudden, noting that Warburton was up for re-election at the Clicks AGM held on January 16.

Kneale said that since Warburton's return to the group in 2013, he had achieved the objectives set to reposition the Clicks brand for growth. This entailed improving the value offering, expanding the stores and pharmacy footprint, improving the contribution of private label, growing our customer loyalty and stemming the labour turnover in our pharmacies.

"Keith's strong financial acumen and in-depth knowledge of the group enabled him to focus on further improving our business processes and reducing the brand's cost base."

Vikesh Ramsunder, the current managing director of Clicks pharmaceutical subsidiary UPD, will succeed Warburton as the chief operating officer of the Clicks brand with effect from April this year. Kneale said Ramsunder had grown the UPD bulk distribution business into a significant player in the market, while maintaining the company's market leadership in pharmaceutical wholesaling.

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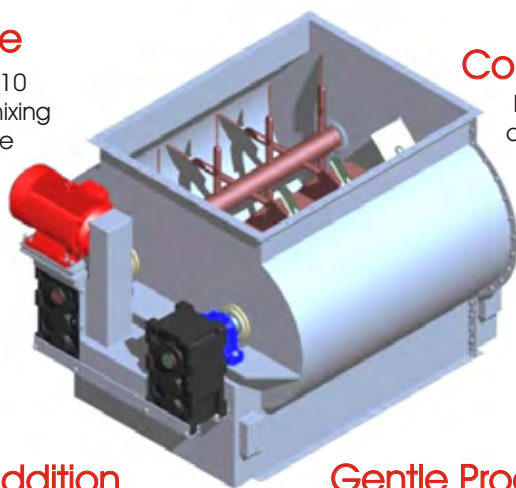
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Four myths of modern sales management software

Written by Duan Dekker, Marketing Manager at Field Office, known for its sales management system, Honeybee.

AS often happens when big changes occur, misconceptions and myths can prevail. Allow me the opportunity to dispel a few which have crept into the field of sales management.

Software applications have become a ubiquitous part of our daily lives. Not only do we use them for activities as diverse as playing games, controlling our computers, and taking funny pictures, but we also use them to help manage our businesses. Apps have become such an everyday part of normal business activity, that they are now a necessity to remain competitive in the modern business environment. Yet, there are still those wary of technology and the benefits that an excellent sales management system has to offer. So let's have a look at the top four misconceptions standing between you and the next level of conducting business.

**Myth #1:
The new technology is too complex to master**

Many people have become sceptical of technology, afraid of complex new features that are difficult to learn and impossible to master. There is a marked resistance to adopting new technology in the workplace for fear of the massive challenge that such an undertaking will imply, and to avoid complexity at all costs.

The fact is, however, that sales management systems such as Field Office's Honeybee is designed to be very simple to use. Modern sales software also uses standard user interfaces, which means that if you can effectively use Whatsapp, Skype or Dropbox, then mastering the new sales app should not be too difficult at all! Modern sales management software can actually be easier to use than a pen and paper, when masses of details that need to be filled in.

**Myth #2:
It will be like having a policeman on my device**

One of the major barriers to using apps is the fear of having privacy compromised.

Some sales forces do not want to be tracked and prefer to be left alone completely while they're out in the field, sometimes feeling that their freedom is being limited, and that they are being policed. This fear is understandable and also encouraged by "time tracking" apps, specifically designed to monitor sales forces in minute detail, portraying managers as hawks ready to strike if the smallest deviation is made from a route.

The reality of the matter is that a new sales management system will not change the personality or management style of a sales manager, and although GPS location tracking is a necessary part of sales management systems (to simplify time and attendance reporting and to plot routes to customers,) it is far more beneficial to sales forces than not having it. The key is to take a bird's eye perspective, and while the GPS functionality is only a tiny fraction of an effective sales management solution, it still adds significant value



to sales forces. It stores client locations and also logs kilometres travelled, which simplifies a sales executive's daily activities by automating a mundane function, and being able to automatically navigate to accurate client locations, without having to go through difficult search processes. In addition, managers now have a valuable tool that enables them to see where their sales forces are in real time, and therefore which rep should be assigned to specific tasks, based upon their current location. It sim-

plifies daily time and attendance reporting, and gives valuable data to both sales forces and managers, it is definitely not a mobile policeman.

**Myth #3:
Our systems are working just fine as they are**

"If it isn't broken, don't fix it." Human beings have a natural resistance to change, coupled with a strong fear of the unknown. Adopting a new system is often seen as an insurmountable obstacle with new and difficult processes to

master. People also feel that they want to deal as little with technology as humanly possible.

However big the fear though, technology is here to stay, and if you are unwilling to change with the environment, you will be left behind in the wake of progress. Luckily, getting to the next level is not that difficult! Modern sales management systems can be adapted to suit individual businesses. These systems can also be quickly implemented which means with a minimal amount of time and effort, your business can

be 'upgraded' and shifted into the 21st Century. After that, it's business as usual but with huge competitive advantages and without mountains of paperwork.

**Myth #4:
Technology eliminates human contact**

A big counter-force to integration with technology, is the fear of people being made redundant by technology and that their individuality will be lost. People often cite phrases similar to "we are humans, not robots." Although this fear is fanned by sci-fi movies exploiting fears of being dominated by machines, it's simply not true.

Technology is essentially designed to make processes simpler. A sales management system can never replace your sales force, but it can empower them to perform better and deliver better results. Human contact will always be crucial to making the sale, but how much more effective is your sales force if it's not restricted by time-consuming and

mind-numbing administration? Imagine how much more productive your sales reps would be if they are freed from this but empowered by instant access to customer histories and by being able to do anything from placing orders, quotes, etc, while they're on the move and which they can share instantly with the client and head office. Computers cannot build relationships, or turn a "no" into a "yes", but they can do admin (a lot of it!), and they can do all the really nitty-gritty work that sales forces prefer not to.

Technology has completely changed the business environment, and it needs to be adopted to remain competitive and relevant. However, software developers should also be mindful of making a product too complex, and remember that a sales management system needs to be as simple as possible to use in order that the organisation may be empowered from the ground up. Luckily, such solutions do exist, and will continue to drive growth and development in the business landscape.



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Petroleum body backs Petro.t.ex Africa

TWENTY petroleum corporations comprise membership of the South African Petroleum Industry Association (SAPIA), which will 'fuel' the impetus of this year's Petro.t.ex Africa event. Petro.t.ex, a major mid- and downstream Exhibition and Conference aimed at the African petroleum and petrochemical industry, focuses on promoting products, services and business opportunities within Sub-Saharan Africa. Petro.t.ex Africa, which forms part of SA Industry and Technology Fair, takes place at Gallagher Convention Centre, Midrand from 20-22 May 2015.

"There are few forums that focus on our industry to the extent that Petro.t.ex does," says SAPIA Executive Director Avhaphani Tshifularo. "This fact made our decision to support the event an easy one. SAPIA has participated in Petro.t.ex in the past, with great benefits to its members through networking opportunities, exposure to the latest technologies, and a favourable deal-making environment."

Tshifularo describes the current state of the oil industry as resilient, but with a constant need to adapt.

"Oil is a strategic asset and key to South Africa's growth; the rapid fall of the oil price – from over US\$100 to under US\$50 per barrel – does affect the industry, but we need to be flexible to continue to function. The Petro.t.ex conference will play a major role in informing our industry about these changes and pro-

vide a vital platform for discussion."

"Current challenges are changing the way the industry must do business. It needs fresh ideas and new technologies – the Petro.t.ex conference facilitates this," adds Bette McNaughton, the conference organiser. The conference is aimed at refinery plant managers and petrol station owners.

"Massive growth in the African petroleum sector, coupled with volatile crude oil pricing, is opening up new opportunities and strategies for stakeholders in the market," says John Thomson of Exhibition Management Services, organisers of the event.

"This year's Petro.t.ex exhibition and conference provides a unique platform to discuss factors affecting the region's markets, connect with potential partners from the rest of the continent and explore the many opportunities arising from current events, all in one place at the same time."

One company taking advantage of Petro.t.ex is first-time exhibitor Franklin Fuelling Systems Limited, a world leading supplier of complete fuelling systems.

"We decided to exhibit at Petro.t.ex because it has synergy with our allied industries," says Marketing Executive Natasha Pratley. "We will be launching our new storage tank overflow protection device and showcase our UPP brand of semi-rigid electro fusion pipe-work systems, submersible pumping systems and fuel management systems."

The product range

includes sensors, probes and consoles which provide continuous inventory monitoring and tank testing using the company's proven magnetostrictive probe technology.

Petro.t.ex showcases new developments, projects, technologies and innovations, market

trends and challenges facing the petroleum industry in Southern Africa. This biennial event provides a powerful networking platform for the 'Who's Who' of the downstream petroleum industry.

The event attracts a wide range of exhibitors, visitors and dele-

gates including senior management from leading oil companies, refinery operators, government representatives, NGOs, fuel wholesalers and retailers, consultants, industry associations, engineers, project leaders, financiers and other industry role players.



Natasha Pratley, Marketing Executive at Franklin Fuelling Systems.

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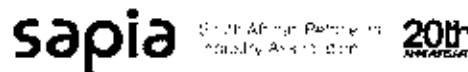


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About SAPIA

The South African Petroleum Industry Association (SAPIA) is the voice of the petroleum industry in South Africa. It represents the collective interests of its members which are AEMCOR, Afric Oil, Altivex 529 t/a Elegant Fuel, Bahaloga Technology's, BP Southern Africa, Brent Oil, Camel Fuels, Chevron SA, Easigas, Energy Oil, Engen Petroleum, Gulfstream Energy, Imbizo Petroleum Traders, Khulaco, KZN Oils, Mabele Fuels, Makwande Energy Trading, MBT Petroleum, Omphileis Trading t/a Siyanda Petroleum, Oryx Oil SA, PetroSA, Royale Energy, Sasol Oil, Shell South Africa, Total South Africa, Totalgaz Southern Africa.

The Association plays a strategic role in addressing a range of common issues relating to the refining, distribution and marketing of petroleum products, as well as promoting the industry's environmental and socio-economic progress. SAPIA fulfills this role by proactively engaging with key stakeholders, providing research information, expert advice and communicating the industry's to government, members of the public and media.

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A new series of case studies published by Spraying Systems Co. details how the company's spray injectors resolved challenging problems for a variety of petrochemical processors and oil refineries. The case studies document how unique injector designs helped abate ammonia, reduce build-up in ducts, cool hot gases and eliminate leaks in a variety of applications and enabled processors to boost production.

Each case study is set up in a problem/solution format and provides valuable information on injector design, placement and nozzle selection. Drawings are included to help illustrate injector placement in the process stream. The cases studies are available at www.spray.com.

Spraying Systems Co. offers a wide range of built-to-order injectors, quills and spool pieces in accordance

with Canadian Registration Number requirements and ASME B31.1, B31.3, welding, and boiler and pressure vessel codes. The company also offers process-modeling services to verify injector performance under specific operating conditions. Computational Fluid Dynamics, Finite Element Methods and Fluid Structure Interaction are used to analyze injector design and uncover potential problems caused by process conditions.

In addition to manufacturing spray injectors, Spraying Systems Co. is specialised in spray technology.

It has a broad product range, ten manufacturing facilities and sales offices in more than 85 countries. Spray nozzles, turnkey spray systems, custom fabrication and research/testing services comprise the 70-year-old company's offering.

Cullinan's holiday cruise

TOURISM and travel specialist, Cullinan Holdings – which is headquartered in Salt River – appears to have enjoyed a particularly good financial year in 2014 despite consumer spending coming under sustained pressure. Cullinan owns some of the best known travel and tourism brands in South Africa – including iKapa Tours, Thompsons Tours, Springbok Atlas, Hylton Ross and Pentravel.

In his annual review CEO Michael Tollman said it was particularly pleasing to see that both Pentravel and Thompsons Leisure Travel continue to show excellent growth. He said Pentravel continued to increase its market share. This seems to justify Cullinan's decision last year to increase the number of outlets over the next three years as well as to focus on the online travel space. Tollman

said this strategy was expected to contribute to further growth in the years ahead – adding that a minimum of three new branches were planned for 2015. He said Thompsons Corporate Travel had another successful year with a significant increase in market share.

Cullinan's outbound tour operators performed stoutly in 2014. Tollman said Thompsons Holidays maintained sales levels, but did not achieve the same success in growing the business as the other divisions had done. He indicated, though, that the recent roll-out of the new reservations system had impacted service levels with initial teething problems.

“But this has now largely been resolved and we should see a significant improvement in the year ahead in these service levels.”

Continued on P7



Juicy R165m deal for Rhodes

ONLY months after listing on the JSE, Cape Town-based food conglomerate Rhodes has forked out R165m to acquire Pacmar Proprietary.

Wellington based Pacmar started up in 1997, specialising in the manufacture and distribution of fruit juice products in the local, regional and international markets. The fruit juices are marketed under various, well-known, third party brands, private label programmes and its own brands. It's most popular brands include Wilde, Amazing, Zing and Crystal Falls.

Rhodes directors reckon Pacmar represents an attractive investment opportunity that is aligned with the company's current strategy of expanding its business through lateral extensions into product categories adjacent to its current ranges. Rhodes eponymous brand covers canned fruit and vegetables and jams, while the company also owns Portabello (cheese), Trout Hall (fruit), Speckeham (viennas), Bull Brand (canned meat), Magpie (pies), Apex (meat) and Hazeldene (jams).

Importantly Rhodes already has two fruit plants situated in the

Western Cape and Swaziland, which produce an extensive range of fruit purees and juice concentrates which is peddled to the international beverage industry. Rhodes directors pointed out the acquisition offered a significant opportunity to add further value to these products – adding that the company was well placed to add value to the Pacmar business.

Rhodes appears to have paid a premium price for Pacmar, at least judging by the most recent value and profits attributed to the business. The statement outlining the terms of the acquisition reflects Pacmar's total net asset value at the end of its last financial year (31 July 2014) at just R38,6m with total operating profits of R22m garnered from revenue flows of R369m.

Interestingly Pieter Hanekom, the executive who previously headed up Pioneer Foods' Ceres Beverage Company, recently joined the Rhodes Food executive team. Hanekom – with 13 years' experience at Ceres Beverage Company – will head-up the Rhodes' new look juice operation.

Speaking of Ceres Beverage Company,

there is still no further news of Pioneer's recent decision not to renew the license agreement to bottle Pepsi soft-drink products. The non-renewal was apparently by mutual agreement, but leaves the question of who would take up the bottling services now that it has been confirmed that the Pepsi brand will remain in South Africa.

Pioneer recognised a fairly large impairment on the Pepsi assets suggesting Ceres Beverage Company was incurring a substantial loss on these bottling operations. It seems highly unlikely that acquisitive Rhodes will be at all interested in the Pepsi bottling operations. There has been some talk that SoftBev – the recent amalgamation of Epping-based Bowler Metcalf's Quality Beverages with a Durban-based soft-drink bottling specialist – might be a candidate to take on the Pepsi bottling function.

But SoftBev might not want to push into the tough cola market, dominated by the imposing Coca-Cola. Pioneer has already indicated that Ceres Beverage Company's controlled exit from Pepsi should be completed by mid-year.

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Paving with CAT e-book

CATERPILLAR's e-book versions of the 144 page 'Guide to Asphalt Compaction' and the 124 page 'Guide to Soil Compaction' are now available and can be downloaded for free.

"These e-books take a practical approach to the complex topics of compaction and

provide examples of how to use their principles to maximum effect," explains Johan Hartman, industry manager: global paving at Barloworld Equipment. (Barloworld Equipment is the Cat dealer for southern Africa.)

Each guide covers the basics of compac-

tion and then discusses the science and techniques involved.

Android calculator app

The popular Paving Production Calculator app is now also available for Android devices. (An IOS version of the app was

previously released.) This app helps estimate trucking needs, paving speeds, compaction and other factors. Other features include the ability to build a library of specs from prior jobs for later reference, as well as e-mailing job summaries from your device.

Cullinan's holiday cruise

Continued from P6

Cullinan's inbound tour operators, on the other hand, enjoyed a strong year – thanks to a weaker currency and strong demand for Southern Africa. Tollman said Cullinan's inbound business from China performed above expectations, taking market share and setting a foundation for continued significant growth in 2015. But he warned that this expectation had, however, been severely hindered by new South African visa regulations for China in October 2014 (which are perceived by Chinese tourists and tour operators as unfriendly and impractical.) He added that the business had also been impacted by Ebola – which he hoped would be resolved in due course.

Encouragingly Cullinan's investment in its Cape Town-based coaching and touring operations (as previously reported by CBN) has started to pay off. Investments included expanding the coach depot in Cape Town.

"The combination of this investment, strong demand and the new Springbok Atlas fleet has seen excellent results for this division for the 2014 year."

Overall, Tollman looked optimistically at the 2015 financial year with the likelihood of continued strong demand, a lower oil price and a weaker exchange rate. He reiterated that Cullinan remained committed to investing in its various business units to ensure they maintained their position as market leaders in the travel sector.

"We have approved a robust capital expenditure programme for 2015, continuing the programme started in 2014."



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Empowering the concrete and construction business in 2015

THE World Population Bureau estimates that the population of Africa will rise from 1.1 billion in 2013 to 2.4 billion in 2050. What this means is, that most of the continent's economies will have to double in size in the next 36 years. If that is to happen, then the stock of Africa's infrastructure assets, including all of its residential, industrial and commercial buildings

and power, transport and sanitation systems, will have to double in size. In other words Africa will have to be built again in a single generation. This will require unthinkable amounts of cement, building materials, construction planning, manpower, products and services to accomplish such a momentous task. Therefore, infrastructure investment is providing the platform for the

strong economic growth trends that will pave the way for businesses, to explore a number of exciting commercial and business development opportunities in Africa's construction sector. The African Construction and Totally Concrete Conferences and Expos will be returning to the Sandton Convention Centre, between 12 and 14 May 2015. These platforms not only facili-

tate open dialogue, but also provide a unique opportunity for a diverse group of professionals and stakeholders involved in the transformation and development of the African construction, cement and concrete industries to network and share knowledge, best practices and the latest thinking.

The audience comprises over 600 – 700 key decision-makers from

Africa's construction, cement and concrete industries that attend the conference; and over 6,000 mid-to-senior level executives who visit the expo. Over 200 companies will display their products and services in the first ever three-storey expo in Africa.

"For 2015, we're creating five unique experiences to culminate into Africa's biggest gathering of qualified buyers

and sellers for the entire cement, concrete and construction industry value chain, which includes African Construction Expo, Totally Concrete Expo, Coatings for Africa, Housing for Africa and African Roads Evolution, together all five conferences and expos will tell the story of shaping the future of Africa's cement, concrete and construction industries value chain," according

to Soren du Preez, 2015 Programme Director.

Over 170 speakers will present contents in a variety of formats and cover topics as diverse as 3D printing, mega-project development, self-healing concrete, pavement design, enterprise development and investment in infrastructure.

"Our stimulating conference programme pushes innovation in format delivery. We have reliably built an interactive, participant-led experience leveraging expertise and experience to create a conference that you want to be at and actively participate in!" says du Preez.

The event has already secured unprecedented industry support from over 75 media and association partners (including Master Builders Association, South African Institute of Architects, Engineering News, The Star to name a few) and PPC, Mota-Engil, PMSA Concrete Equipment, Afrisam, Builders Warehouse, Weza Afrika Construction and over 120 exhibitors are supporting the event commercially.

Limited exhibition space and sponsorship opportunities remain and are available on a first come first served basis contact daniel.bloch@hypenica.com for additional info. Registration and additional information can be found at www.totallyconcrete.co.za and www.construction-week.com

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- Get better insight into the cement, concrete and construction market growth potential in the continent and **assess business risks, including cost, regulatory and competitive pressures.**
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Economies will have to double in size in the next 36 years

REBUILT:
Africa will have to be built again in a single generation.

POPULATION GROWTH (BILLIONS)

YEAR

ASSETS DOUBLE IN SIZE:
Infrastructure assets, including all buildings, power, transport and sanitation systems will have to double in size

EXTRAORDINARY VOLUMES:
Unthinkable amounts of cement, building materials, construction planning, manpower, products and services will be required to accomplish such a momentous task

Infrastructure investment is providing the platform for the strong economic growth trends that will pave the way for businesses to explore a number of exciting commercial and business development opportunities in Africa's construction sector.

The African Construction and Totally Concrete Conferences and Expos take place at Sandton Convention Centre between 12 and 14 May 2015.

These platforms not only facilitate open dialogue but also provide a unique opportunity for a diverse group of professionals involved in the transformation and development of the African construction, cement and concrete industries to network and share knowledge, best practices and the latest thinking.

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Powering African mines amidst a local energy crisis

A R31m, fully-integrated 7,500kVA standby power solution is currently being transported to the Democratic Republic of Congo (DRC) following the successful design, assembly and testing of the modular plant by Johannesburg-based Amalgamated Power Solutions (APS) – an electrical and mechanical engineering solutions company.

APS specialises in the provision of comprehensive turnkey power generation solutions for industries across Sub-Saharan Africa. The company's flagship achievement is the completion of the Kinsenda Copper Mine standby power generation solution, which is capable of providing a reliable alterna-

tive power source in the event of an outage within just 20 seconds – a world-class response time.

According to APS' technical director, Andrew Strömbeck, this cradle-to-grave solution boasts unrivalled technical efficiency on a global scale, and will enable the mine to run its ore processing plant at full capacity without experiencing any stoppages whatsoever, regardless of power outages.

"Ore processing plants run 24 hours a day, 365 days a year. Just 30 seconds of stoppage can result in up to two days of costly downtime. APS has therefore provided the client with the peace of mind that, even in the event of power failure, no downtime will be experi-

enced, thanks to a highly sophisticated solution that few companies in the world are able to match," Strömbeck explains.

Strömbeck adds that the Kinsenda Copper Mine standby power generation solution is comprised of three fully integrated 2,500kVA diesel generator sets (gensets) manufactured by Cummins – a manufacture, sales and servicing of diesel engines and related technology company.

"Part of our success lies in the fact that we are flexible with component suppliers to ensure that we provide turnkey solutions to our clients. It is, however, important to be entirely aligned with certain original equipment manufacturers (OEMs) to ensure the highest

standards of quality, reliability and effective after-sales service, and this is certainly the case with Cummins," he continues.

In addition to the Cummins gensets, which weigh 32 tons each, the standby solution also consists of three 9,000-litre diesel tanks that are being transported in 12m-highcube containers in nine trucks, expected to reach their final destination in the Katanga province of the DRC by end-November.

Although the challenge of unpredictable and unreliable power supply in the African mining sector is further compounded by bureaucratic business regulations, APS managing director Rob Pellizzer indicates that the company assists its customers in

overcoming these lengthy and costly issues through its value-added holistic solutions offering.

"Many African countries require foreigners who have been in the country for more than 21 days to obtain a work permit, which makes it challenging for companies to enter the market effectively. APS experts assemble and test all components at our Johannesburg facility, before completing relevant paperwork to ensure that they can reassemble equipment onsite anywhere in Africa," he says.

Pellizzer believes that this service delivery excellence places APS ahead of the competition. "The backup power generator at Kinsenda Copper Mine will

be fully operational by January 2015. Few competitors are able to boast this combination of high-quality solutions that are available in quick turnaround times, and this bodes well for our future business dealings."

APS was established in early 2013 by Strömbeck, who boasts over 45 years of industry experience. "We are a streamlined operation, with a team of 36 factory workers and engineers that undertake all component assembly and mechanical engineering at the company's 1,600m² under-roof facility.

Although the company is new, many employees have vast experience working alongside each other in the corporate environment. This has enabled us to obtain such a large contract despite our generally small footprint," he states.

APS sales manager Kirsten Knox is confident

that the company's early success looks set to continue in the foreseeable future. "Part of our business strategy has been to target larger projects such as the Kinsenda Copper Mine. As investment in Africa continues to become more lucrative, while inconsistent power supply remains a real threat, APS holds the potential for measurable growth through its comprehensive and turnkey backup power generation offering."

Knox believes that potential for growth extends across numerous sectors, including: mining; industrial; retail; healthcare; and food and beverage industries. "We have been awarded a second high-profile mining contract in Ghana, having been selected ahead of multinationals and global competitors. I believe this will serve as a catalyst for growth across other sectors too."

Eskom crisis – disaster or opportunity?

SINCE Eskom has implemented load shedding – once again, Cape Business News met up with some of Cape Town's top decision makers to discuss the impact of load shedding, and how businesses can prevent down time.

Chris Whelan, CEO of Accelerate Cape Town said that various estimates have put a loss to the economy in the region of R3bn, due to this crisis.

"The truth is that Eskom is going backwards," says Peter Haylett, Chair of Industrial Focus portfolio, Cape Chamber of Commerce and Industry. "People are taking matters into their own hands now - they cannot wait for Eskom."

Muneera Salie, Industry analyst: Energy and Power systems, at Frost and Sullivan said, "Many of the challenges that Eskom is facing could have been prevented if they had put better planning in place in the past. This issue is definitely going to come under the spotlight in the near future."

Cape Business News asked what potential opportunities can come out of the crisis.

"Energy is referred to as a game-changer in the economy," said Andrew Boraine, CEO of Western Cape Economic Development Partnership. "This is not just in relation to the negatives aspects, but rather transforming the negatives into the positives in the future.

"We need to look at this crisis as an opportunity and ask ourselves: How do we develop some renewable capabilities and how do we

export them across Africa?" said Whelan.

"In the Western Cape, we have a number of multi-nationals that are based here and have progressed around renewable energy research which can bring in figures of around R100bn to the economy. This is a huge sum for the country, but it is not just about the money – it is also about the innovation this research can bring about."

"We've been on this power-shortage wagon for a while now," Winde says. "Be efficient in your power usage, make sure you are responsible in your usage, because it's not only about you, it's about all of us."

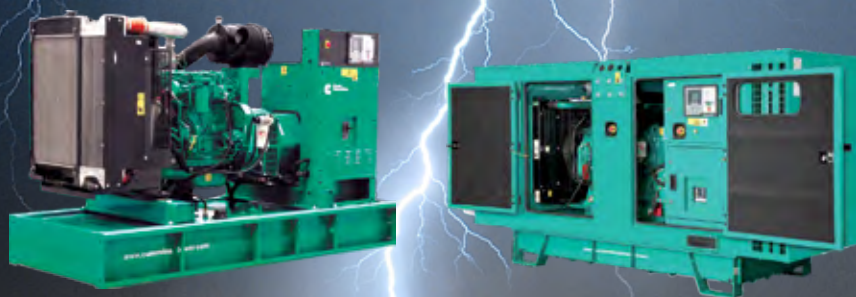
"As the cost of electricity goes up, you will see companies investing in ensuring they are more economical within their power supply. Households are also changing - the average man and woman is sick and tired of load shedding and it will be with us for a while, so many are investing in getting off the city's power grid. Eventually every square roof in a factory, shop or house will become a potential solar strategy," Winde adds.

"I would look at using photovoltaics, hydrogen fuel cells and gas," Whelan suggested. "We have many businesses in the Western Cape providing this, so let's get distribution generation going."

"We must preserve electricity and use it only where necessary," Masina explains. "With the energy crisis at the moment, Eskom is doing its bit, but it would be useful if the industries will help contribute in saving power."

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EKD Kolibri energy (drag) chain.

Protection no drag with EKD Kolibri Energy Chain

Powermite, a division of Hudaco, says it is the official, sole distributor of the affordable range of quality EKD Kolibri energy (drag) chain to Southern African industry, and has been for over 30 years. Powermite was established in the late '60's with the objective to serve the

local market as a 'one stop' supplier of electrical crane materials and flexible cables. Since then the company has gone on to become a specialist supplier of a comprehensive range of industrial and mining cables, industrial and mining plugs and sockets, cable reeling

equipment and energy supply systems such as downshop lead systems, insulated conductor rails etc.

EKD is a German-based company with facilities in Germany, Bosnia and China (through a joint venture) and has 45 years experience in the manufacture of energy chains.

"Powermite is an ISO 9001:2000 certified company and our portfolio comprises only best-in-class products. The high quality EKD Kolibri range seamlessly complements our energy supply systems offering," says Powermite Director, Donovan Marks. "Together with EKD we have a combined knowledge of over 50 years of drag chain application within industry."

Energy chain ensures a neat, hassle-free and cost effective solution to mobile equipment, preventing snags and premature breakdowns. As a result it is widely used within many industries such as ports, harbours and industrial and water treatment plants that require the protection of cable, hose or hydraulic supply on a fixed plane over a required distance at a fixed or variable speed.

The comprehensive EKD energy chain range from Powermite includes galvanised steel, stainless steel and carburised (hardened) steel as well as a plastic range which consists of self-extinguishing, ATEX, anti-static, steel-coated and robotic bi-directional chain.

"Our product portfolio also extends to chains designed for ultra-long distances," adds Marks. "Known as the Marathon

System, these chains use roller sets and are capable of maintaining speeds of up to 200m/minute."

There are three different types of EKD Kolibri available to the African market; the one part link or flap-open link range, various bending radii and chain with separate end-connectors or each link used as an end connector. While EKD Kolibri ranges from external sizes of 15mmx15mm through to 65mmx225mm, Marks says that the EKD PKK range can handle external sizes up to 100mmx340mm. He adds that steel external sizes start from 50mm high x up to 1,500mm wide. The wide range of bending radii facilitate larger cables.

A number of unique design features ensure numerous important cost saving benefits that make EKD Kolibri drag chain suited for use across a wide range of applications (robotics, materials handling, etc.) and equipment (cranes, milling and boring machines.)

"The patented opening delivers superior rigid torsion behaviour and handling while the flap-open bars ensure easy access for on-site installation of hoses or cables," explains Marks.

The chain can cope long-term in temperatures of between -20°C and +100°C and is extremely wear resistant. This extends the components life and keeps costs down by reducing the need for spares. Furthermore, minimal spare parts are required for plastic energy chains as they are all equipped with integrated connectors.

Marks points out that the chain normally requires very little maintenance due to the superiority of this product.

"But we have the necessary infrastructure to carry a full range of spares for the entire range at our branches in Cape Town, Durban, Witbank, Richards Bay and Rustenburg as well as on the Johannesburg East Rand and in the Carletonville mining area."

According to Marks, there is perceptible growth at various stages within all market sectors that have need for drag chain, but he points out that customer education in terms of product application remains one of the biggest challenges.

"It is vital that we recommend the best, most optimum solution for our customers but in order to do so, we rely on the information that customers provide."

We often find that the information is not sufficient for us to be able to advise customers correctly. For example, a simple issue for bending radii, which is critical in the correct selection of the chain required, is often forgotten. We continue to educate our customers through regular interaction. This is a fundamental part of establishing and maintaining strong, long-term customer relationships."

"We have a wide African footprint spanning approximately 15 countries outside South Africa, including Mauritius. Our route to market with EKD Kolibri drag chain is both directly to end-users and wholesalers via our country-wide branch and distribution network.

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MEET THE FAMILY

PPC De Hoek extends partnership with Linde Forklifts

FIVE years have passed since the Linde H70D were delivered to the PPC de Hoek site and in this time, combined with what Linde says is its "virtually maintenance-free direct hydrostatic drive," which played a major part in the reduction of tyre wear, resulted in the first tyres only being replaced after an impressive 8,000hrs of use.

Linde Material Handling says its "virtually maintenance-free direct hydrostatic drive" delivers seamless acceleration, reversing and precision load handling.

"In fact, there simply isn't a better alternative to Linde forklifts' unique engine and transmission combination. Others have tried, but after 50 years of continual improvement, Linde engineers have elevated their hydrostatic drive system



4 x 7-D's that were recently delivered to PPC de Hoek - testament to the partnership between PPC and Linde. (L to R) Shelldon Uys | Branch Manager: Linde CT; Elzet van Jaarsveld | Area Sales Manager: Linde CT; Rodney Campher | Despatch Manager: PPC and Frank Scheun | Operations Trainer: PPC.

to a level of performance, which puts it in a class of its own," says the company.

Linde goes on to say the cost efficiency of Linde forklifts is also enhanced by many features built into every model, including excep-

tional ergonomics that minimise operator fatigue and hence the risk of accidental damage.

Linde is proud to be a supplier of PPC de Hoek and congratulate them on receiving their 4 x H70D 396 Series fork trucks.

Our combination of multi-faceted handling equipment means that Linde machines are perfectly equipped for big jobs, small jobs and everything in between. With our comprehensive logistical know how, Linde has fast become the industry symbol for superior quality, seamless functionality and innovation. Available to lease, rent or on hire purchase, investing in Linde machines ensures the remarkable efficiency of each member of our family.



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Market blind spot for Visual

PROPERTY developer Visual International, which is in the throes of developing the Stellendale residential property near Stellenbosch, has seen R100m wiped off its value since listing on the JSE in May last year. At listing Visual carried a market capitalisation of R167m, but this has been whittled down to just R62m.

Recently released financial results covering the half-year to end August showed Visual generating revenues of

less than R1,4m and racking up an operating loss of nearly R5m. In the interim report directors noted that to date around 440 homes had been developed at Stellendale with a further 63 units under construction in a joint venture vehicle called Clidet. The company said some 63 units under development would be acquired and held for rental income by Visual.

Directors reminded that the original

intention was to also acquire the other 50% shareholding in joint venture Clidet from My Place Trust. But shareholder approval from the other 50% shareholder in Clidet could not be secured. This means Visual will have to continue managing this development for Clidet in terms of the existing management agreement. Directors reassured that going forward most of the property development

projects would take place in Visual.

It seems, though, that the Stellendale Lifestyle Retirement development is progressing well. Directors pointed that when the project commenced 88 units of 840 units to be developed had already been sold and contractors had been appointed to install the services for construction of the units at Northbank 1 and Northbank 2 within this development.

Tower in the sun while Trematon gears up



Club Mykonos Langebaan

CAPE TOWN-based property groups started the year with a bang, with Tower Property Group continued its acquisition spree by buying up chunks of the well-known southern suburbs commercial node, Sanclare in Claremont.

Last month Tower confirmed it had paid R193m for the property letting enterprise, comprising sections 1, 2, 3, 4, 7, 8, 9 and 10 of the Sanclare Office Block. The Sunclare Office Block has a diverse mix of tenants and has traditionally enjoyed extremely low vacancy levels since it was launched in the nineties. Tower directors said the acquisition would provide a solid office building in one of Cape Town's premier office nodes where vacancies are currently below 1%. They stressed the acquisition would also be yield-enhancing for Tower.

The seller, HBW, has also agreed to a

guarantee that indemnifies Tower against any shortfall in actual rental income for 24 months after the transfer date. Sanclare, on paper, looks a tidy deal. The property boasts a rentable area of almost 16,000m² with a weighted average rental of R105/m².

The Sanclare acquisition follows Tower's acquisitions last year of the De Ville Shopping Centre (Durbanville) for R226m and 19 Section Street, an industrial property in Paarden Eiland, for R22m.

Tower's flagship property is the Cape Quarter in Green Point, which the company recently reported is fully let.

Meanwhile Trematon Capital Investments looks like it is gearing up for a busy year. In December the company – which owns Club Mykonos Langebaan and several other Cape-based property ventures – raised R120m by issuing new shares to a

handful of existing and new investors.

Trematon executive director Allan Groll said the shares issue represented an opportunity to raise equity capital to capitalise on a substantial pipeline of investments in all the main areas of operation – commercial property, residential property, leisure property (mainly at Club Mykonos) and special investment opportunities for investment in both listed and unlisted companies.

He said Trematon's current level of available cash resources was not sufficient to capitalise on all of these opportunities without a substantial increase in the level of gearing.

Groll stressed the amount of cash to be raised would be more than sufficient to fund Trematon's existing investment pipeline over the next 12-18 months without taking on excessive levels of debt.

Watch this space!

Ibis House

– The benefits of tenanting a Green Building



Ibis House, a 4 star Green Star SA Premium-grade commercial development.

HORIZON Capital recently completed the construction of Ibis House, a 4 star Green Star SA Premium-grade commercial development. Ibis House provides green office space for small to medium-sized businesses interested in realising maximum return from their rental. Ibis House is situated in the prestigious Estuaries precinct of Century City and is currently available to let with flexible leasing options ranging in size from 126m².

The development's green consultant, Terramanzi, anticipates an electricity saving of 36%, which translates to a saving of approximately R10/m² when compared to a traditional building of a similar size.

The building also boasts inspiring views, ample natural light,

generous balconies and a number of nearby amenities to enhance the experience of its occupants.

Literature on green

financial burden.

With the price of energy on the rise, green buildings provide more attractive financial returns due to

There is now also an increased pressure on businesses to make socially responsible decisions.

building has traditionally focused on the benefits to investors, however the real benefits are realised by the tenants occupying the greener space. Generally, buildings have been designed to primarily satisfy a client's aesthetic and functional needs. However, there is now also an increased pressure on businesses to make socially responsible decisions.

This shift in focus is now seen as a business opportunity rather than a

decreased operational costs. This benefit is particularly realised in the long term.

Tenanting a green building also provides a business with a competitive advantage in terms of marketability and branding opportunities.

According to the World Green Building Council, staff costs account for approximately 90% of a business's operating costs. With businesses under continuous pressure to improve profitability, coupled with the constant

rise of operating costs, the most sustainable way to achieve this is to increase productivity. For this reason, Horizon Capital believes it is in the best interest of all parties, including both owners and tenants, to ensure that a comfortable workspace is provided and that this space translates directly to the wellbeing of employees and hence productivity. Happy employees are a vital component of long-term business success. Green buildings have proven to increase the productivity of staff in a number of ways. The indoor air quality, thermal comfort and scenic views at Ibis House encourage occupant wellbeing and stimulate productivity. Knowing the impact of staff wellbeing on a business's bottom line, the primary focus when designing Ibis House was to create an inspiring work environment.

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CAPE Business News

Major new developments reaffirm City Centre's relevance

OVER the past few years Cape Town's central city has attracted huge investment with numerous major new developments, renovations and additions completed, says Selwyn Sharon, commercial broker for Pam Golding Properties in the Cape Peninsula.

"Further new commercial and mixed-use developments planned for initiation in 2015 are a positive re-enforcement of the city's vibrant business district, which has successfully evolved over the past decade to incorporate a strong 'live, work, play' ethos and in so doing, attract a burgeoning and complementary residential component.

He says in the commercial property market, where ever-increasing operating (utilities) and rental costs impact on tenants and landlords, the majority of office layouts now favour an open plan environment with boardrooms or small meeting rooms utilised to meet clients and a strong focus on kitchen and staff recreational areas – with some offices even installing showers for cyclists and runners.

"Security of premises and parking facilities also plays an important role, particularly as users in the IT industry, designers, marketing and creative businesses

need to cater for being open longer hours."

Last year (2014) saw considerable progress in projects undertaken and completed. Notable new commercial properties – comprising office space with ground floor retail such as restaurants and coffee bars, include the new landmark skyscraper, Portside, which is almost fully occupied by Old Mutual and First National Bank as well as subsidiaries such as Wesbank, and some smaller tenants.

The new 22 Bree Street, anchored by Bowman Gilfillan, is almost fully tenanted, while the top end of Bree Street has become extremely popular, with landlords receiving frequent requests for restaurant, retail and office spaces. A small owner-occupied property in this same street has been modernised with new finishes and parking added, making it impactful and instantly recognisable. A major renovation is under way and nearing completion at 130 Strand Street - to accommodate a college. Touchstone House, near Portside, where commercial, namely office and ground floor retail units, have been sold via sectional title, is also well under construction.

On Foreshore, a new parking garage has been added to the Standard



The Hudson Building in the trendy De Waterkant area.

Bank building, enabling it to offer tenants a reasonable parking ratio, while Roggebaai Place, situated behind SARS and comprising a gross lettable area (GLA) of 12,500, has just been completed with some space still available. In addition, an eight-storey office block at 19 Louis Gradner Street has been refurbished and now incorporates on-site, secure parking.

In the trendy De Waterkant area, in the sought after Hudson building, where Sharon has concluded 90% of the leases, a new triple-storey loft has been added. Available to let at a rental rate of R185/m², this modern unit of 420m² has high end finishes and a large terrace. Opposite

The Hudson, the newly completed, mainly residential mixed-use development, The Mirage, incorporates a retail component with a boutique hotel planned.

"On the fringe of the central city, on Somerset Road in Green Point, new residential developments have transformed the area, where any small building is being sold, demolished and sectional-titled into predominantly residential units. A new development, 22 Somerset Road, is now complete with tenants moving into this small, modern building with two striking, glass facades. Also on the fringe, the Kloof Street area remains very popular among restaurateurs and small businesses, however

very few new buildings are constructed due to heritage issues, high acquisition costs and the absence of large properties to redevelop."

Sharon says Sea Point is also being upgraded at a rapid pace. The refurbished 'Galleria' which is now renamed 'The Point' is an exciting new development with multi-tier retail and P-Grade offices. The building is almost fully tenanted and offers generous, secure parking for both tenants and customers. An apartment building is being built on the corner of Main and Glen Roads, where a McDonald's outlet has already opened.

"Other major projects are currently under construction in the city

centre and immediate vicinity, with special attention given to parking ratios, green or energy saving technology, P-Grade modern finishes and the latest office design, with emphasis open plan and maximising spaces. In this upper end – P-Grade buildings, office rentals in De Waterkant and new city office developments are approaching the R200/m² mark. However, compared to other city centres in cities in Europe or the USA, this is still extremely inexpensive."

This year a large city block, bounded by Strand, Buitengracht, Bree and Castle Streets, is to be demolished – with heritage properties being retained, and with a new twin-tower hotel development comprising two hotels to be constructed. A further Strand Street development, also encompassing a city block on Rose, Strand and Chiappini Streets, is planned, which will allow for the older, industrial type buildings to be demolished, existing heritage sites to be completely restored and new retail and office accommodation to be developed. Just off Roland Street new premises for eTV are well under construction.

The Netcare Christiaan Barnard Hospital is making good progress

and when completed will be an impressive, high-technology private hospital of note. Earthworks for expansion of Cape Town International Convention Centre have begun, with the increase in space set to yield considerable spin-offs and rewards for Cape Town and surrounds.

Sharon adds that the site opposite Portside, spanning Bree, Loop and old Hans Strydom Roads is undergoing planning and could be developed during 2015, while a new development on Erf 156 in Roggebaai will leave no open sites vacant on Foreshore. "Planned to commence in March this year, this will be sold via sectional title with demand anticipated from Cape Town buyers as the city centre has very little saleable office accommodation.

"In Sea Point, several new developments – to date mostly offices, are planned along Main and Regent Roads, which demonstrates that developers see great future potential in the area. In the V&A Waterfront, the newly constructed Watershed, Allan Gray building and the new converted Silo's will be notable additions to Cape Town. A new residential complex, with units available to rent, is also almost complete."

De La Porte awarded management contract for Blackheath Park

DE LA PORTE Property Group has been awarded the management contract for Blackheath Park in Blackheath, Cape Town.

"This industrial park has a bulk of over 30,000m², and the awarding of the management contract to De La Porte Property Group proves our

strategy of concentrating primarily on private landlords and unlisted property funds requiring a more flexible and personalised service is bearing fruit," says director Jonty de la Porte.

Recently the group also was awarded the management contract for a 10,000m² state-of-the-art warehousing facility in Epping.

DLP has the infrastructure and resources to provide a professional and expert service to clients, and the sales and leasing division provides the company with the necessary market intelligence in respect of vacancy rates, market rentals and escalation rates.

Blackheath Park consists of warehouses, factories, workshops and a few office units. It is one of the only industrial parks in the area to offer 24-hour security with guards and access control. This



is a major attraction for tenants.

Located on Range Road, Blackheath Park is within walking distance of the train station and a taxi rank,

heath is a good place to locate a business. It is particularly suited to transport, logistics and warehousing companies, because most of the commercial and

of Cape Town's northern industrial areas. It has become more sought after by tenants and commercial and industrial property investors because

metropolis is rapidly moving northwards.

Also, Blackheath is near to Stellenbosch, Paarl and the agricultural businesses surrounding them. Located on the Stellenbosch arterial road – otherwise known as the M12 – it is well positioned within the regional and national road network. This road links Blackheath to the R300, the N1 highway and Cape Town International Airport. Both the M12 and the R300 give easy access to the N2 highway, the Southern Suburbs and the north-western areas of Montague Gardens and Killarney Gardens, while the R102 gives direct access to Somerset West and Strand.

De La Porte Property Group provides property management services for freehold properties, sectional title schemes and property owners' associations in the Western Cape.

De La Porte Property has the infrastructure and resources to provide a professional and expert service to clients

making it very convenient for staff who rely on public transport.

"Tenants are becoming aware that Black-

industrial areas in the Cape Peninsula are easy to access from here," continues de la Porte.

The area forms part

the residential, commercial and industrial development and economic activity in the greater Cape Town

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Redefine grows Western Cape portfolio by R4.1bn

REDEFINE Properties announced the acquisition of the Leaf Capital portfolio of properties for R4.1bn equating to an initial income yield of 8%, substantially enhancing Redefine's office portfolio in the Western Cape.

Marc Wainer, Executive Chairman of Redefine Properties comments, "Acquiring this trophy portfolio is a strategic triumph for Redefine. It is underpinned by high-quality income streams from its large, excellently located, premium grade office precinct assets.

"The transaction includes a number of significant properties such as Black River Park and the Wembly Square Development. These assets change the face of our Western Cape portfolio, which will now include the top 5% of quality office blocks in Cape Town."

"Acquiring this trophy portfolio is a strategic triumph for Redefine."

In Gauteng, the acquired assets include Bryanston properties Silver Stream Business Park, Silver Point Office Park, Crawford House and Hampton Park. It also comprises Clearwater Office Park in Stubens Valley and Centurion Gate in Centurion.

Leaf Capital is an unlisted company with nine substantial property assets in Gauteng and the Western Cape. The properties are well-located in major metropolises and benefit from strong lease covenants and quality tenants, such as Amazon, Medscheme, Kumba Iron Ore, Dimension Data, and the Green Building Council of SA.

The portfolio is underpinned by strong lease covenants with 37% of the portfolio expiring in more than five years. The fund has maintained a tenant retention ratio of 82% (94% excluding buildings earmarked for refurbishment) as well as delivering growth in lease renewals of 1.51% at a weighted average escalation rate of 8.1%.

In addition, the portfolio offers future additional development potential as it includes developable bulk at

Black River Park, The Boulevard, Silver Stream Business Park and Centurion Gate.

Redefine will pay the purchase consideration through assumed third party debt of approximately R1.9bn, 80% of the balance will be

settled through a placement of shares and 20% funded from existing cash resources.

While subject to Competition Commission approval and other conditions, the deal is expected to take commercial effect from

1 March 2015.

Wainer notes, "This strategic transaction advances our strategy to grow a quality, diversified portfolio of properties that support sustainable and growing performance for our investors."



Redefine Chairman, Marc Wainer.



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A simple guide to pumping deli salads

EVERYONE enjoys a delicious deli salad.

However, producing all the appetising variations that line the supermarket shelves in the necessary volumes and short delivery times, requires correctly applied pump technology.

A smooth, trouble-free manufacturing

process is a must as downtime can have costly implications both to the end product and production.

Deli salad manufacturers should therefore be sure that they are investing in the correct technology when looking to optimise their operations and ask the following questions:

What type of pump is best suited to deli salad production?

MasoSine pumps have been supplied to deli salad manufacturers worldwide for many years.

They have become the de facto standard for handling the delicate ingredients used in deli salads - products such as chicken, egg and tuna - offering a low shear, gentle pumping action.

Will a MasoSine pump damage food solids or dressings?

Benefiting from large pumping chambers

and the gentle wave action of the sinusoidal rotor, the low shear and gentle action of a MasoSine Pump is able to preserve and maintain the integrity of solids such as diced vegetables, fruit, nuts, coleslaw and eggs, as well as bases like mayonnaise and dressings. Specific pump model selection is dependent on the maximum size of the solids.

What about handling different viscosities?

MasoSine pumps are able to cope with viscosities that vary by up to 8 million centipoise, ensuring there

is no impact on end product integrity and that the packaged product looks appealing. What's more, the superior viscous handling of deli salads mean these ingredients are no problem for MasoSine pumps.

What are the differentiating features of MasoSine pumps?

The MasoSine exclusive single shaft and sinusoidal rotor are the centrepieces of an innovative, simple design.

With the shaft and rotor there is no need for the complex timing gears and multiple seals found on conventional

rotary lobe pumps, for example.

MasoSine pumps produce powerful suction (up to 0.85 bar,) but with low shear and gentle transfer capabilities.

What are the benefits of low shear?

The smooth, undulating contour of the unique MasoSine pump rotor transports deli salad blends through the pump without product compression, thus maintaining the product's integrity, viscosity profile, texture, colouration and value - even at high flows.

Is pulsation an issue with MasoSine technology?

The single rotor design of MasoSine pumps maintains constant volumetric displacement throughout the pumping cycle, providing a smooth and consistent flow profile without the pulsation spikes associated typically with rotary pumps.

How do MasoSine pumps compare to other PD pumps?

Other positive displacement pumps, such as piston pumps, are prone to damaging solids, while AODD (air operated double diaphragm) pumps have a pumping action that frequently 'splits' bases such as mayonnaise. MasoSine pumps offer far-improved performance and reduced costs against pumps such as these.

Can energy bills be reduced by using a MasoSine pump?

Yes, MasoSine pump use up to 50% less energy for the same flow in comparison with other pump types.

Are they noisy?

Noise levels are reduced dramatically when using MasoSine pumps, as many users can testify. In fact, superior suction means that any noise from cavitation is virtually eliminated.

How quick are MasoSine pumps?

Popular products like deli salads need to be manufactured in high volumes, and due to the nature of the ingredients, shelf life is often less than a week.

The success of MasoSine pumps has come about as a result of over 25 years of product innovation and development, and food plants will immediately see more speed and higher efficiency when using this technology.

Another great feature of MasoSine pumps is variable flow rates, which can be adjusted to suit specific production requirements.

Continued on P15



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Merger heralds arrival of reputable new compressors

THE PPI range of sealless reciprocating diaphragm compressors has launched in South Africa. Well known worldwide, and with a reputation for service and support, the PPI machines become available locally through the recent acquisition by Sundyne Corporation of Pressure Products Industries (PPI.)

Sundyne products are marketed, serviced and supported in South Africa by AESPUMP.

PPI's pedigree in the manufacture of sealless reciprocating diaphragm compressors goes back 60 years, and the company's installed base in the refining, petrochemical, chemical, LNG and semiconductor markets exceeds 3,500 machines.

Built to comply with modified API 618 standards, PPI compressors are exceptionally durable and reliable, with each unit being load tested at the USA-based factory to ensure that it meets stringent performance benchmarks for leak free performance in the non-contaminating compression of critical gases.

PPI sealless dia-

phragm compressors are available in single- and multi-stage packages with displacements up to 255m³/h, pressures to 1,170bar and up to 187kW of power. They are ideal for cylinder filling, fuel cell technology, handling dangerous or corrosive gases under pressure, and transfer applications that require high purity.

In South Africa, target markets will comprise the petrochemical, oil and gas markets, where machine modularity will allow customisation to the unique needs of each application. Crankcase and motor size will be determined by duty, while instrumentation, protective equipment, gasket materials and materials for O-rings and other components will be determined by the details of the customer specification.

"Users of other makes of sealless diaphragm compressor have become accustomed to an expensive, non-PPI product with very poor after sales service, and that is where I see the market gap," commented AESPUMP sales and marketing director, Neil Britz.

"The Sundyne PPI machines are supported by an established service network staffed by fully trained technicians. These compressors are designed to safely operate in the most demanding applications," Britz said.

Sundyne says its PPI sealless diaphragm compressors deliver total assurance of non-contaminating gas compression. Boasting a leak tight mechanism that

features static seals that don't need to be purged or vented, they present zero leakage threat to the atmosphere, providing an ideal solution for safely handling ultra-pure, corrosive and volatile gases.

Additionally, a set of metallic diaphragms in each machine isolates the process media from the piston or piston rings, completely eliminating the risk of cross contamination.



The Series 7000 PPI compressor.

A simple guide to pumping deli salads

Continued from P14

Can mobile containers and Pallecon containers be used?

Yes, high suction capability and no pulsing means that mobile containers present no problem for MasoSine technology. High suction also means that Pallecon containers can be used.

Is it possible to reduce maintenance?

MasoSine pumps are simple, fast and economic to maintain thanks to their one rotor, one shaft, one seal concept.

They have been designed to be fully

maintainable in the field without the need for skilled labour. What's more, parts are fully interchangeable between pumps, and overhauls can be performed inline within minutes, bringing the pump back to 'as new' condition. Gone are the costly repairs associated with sending pumps back to the factory for rebuild.

What about cleaning?

MasoSine pumps, which offer 3A certification, provide full CIP (clean-in-place) ability and are compatible with strip-clean regimes.



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Water pumps for Africa



The five APE split-case pumps for Roman Bay Sea Farm, South Africa.

APE Pumps designs and manufactures pumps and auxiliary equipment, offering supply and project management as a turnkey service throughout central and southern Africa.

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

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

The majority of APE's orders come from applications related to water transfer, with the largest recent contract, secured late in 2013, involving the completion of a major engineering project abandoned by a company based outside Africa. This contract was associated with water supply to the city of Blantyre, Malawi, where the Blantyre Water Board awarded APE Pumps the EUR4,1m (±R55m) rectifying order to complete the upgrade of the Walker's Ferry raw water and high-lift pumping stations.

Walker's Ferry is located some 40km northwest of Blantyre on the Shire River. The raw water pumping station there transfers water from the river, through the water treatment plant,

to the high-lift station that pumps it 26km to Chileka, where a further pumping station boosts the water flow all the way to storage tanks in Blantyre.

Chileka was itself a separate EUR6,9m (±R100m) contract that APE Pumps was already managing. Awarded to the company in April 2013, work on that part of Blantyre's water supply comprised the manufacture, installation and commissioning of eight multi-stage pumps with electric motors, all motor controls and associated valves, and civil work that included demolishing and re-building all concrete plinths and bases in the pump house.

To complete the work at Walker's Ferry, APE Pumps made use of contract components already delivered to site by the defaulting contractor, combining them with key equipment to be manufactured by APE Pumps itself, and establishing an on-site workshop with fabrication facilities to support the work involved.

APE has repaired or replaced non-functional valves and associated actuators; fittings; couplings and pipes, together with all pump sets and related electrical equipment; instrumentation; suction and delivery pipe work and fittings.

New high voltage devices including the power feeder; transformer; main distribution boards and all cable connection and control cabinets are being installed after manufacture in India by parent

company WPIL.

By the time the project is completed later this year, all aspects of the existing water intake works and high-lift pumping station at Walker's Ferry will have been rehabilitated, renewed and commissioned to ensure Chileka's continued water supply.

Being Johannesburg-based, APE Pumps is naturally involved with potable water contracts in South Africa, too. In October 2014, five vertical turbine pumps were ordered for Lekwa Municipality by Viva Engineering Projects, a leading project management company with countrywide capabilities in mechanical, electrical and chemical engineering. Four of the pumps were installed at the Vaal pump station to extract water for the towns of Standerton and Sakhile. The fifth pump was ordered for the water filter plant as a replacement unit.

The Lekwa Municipality pumps will deliver improved efficiencies and longer useful lives, achieved through the use of high quality castings and improved machining techniques during manufacture. The four APE model 250VTC480-30/1 pumps have stainless steel impellers and capacities of 500m³/h at a 30m head, while the APE model 18HC single stage machine has a capacity of 720m³/h at a 10m head.

All five pumps have been delivered to site, installed and commissioned.

APE pumps transfer seawater too. When a large abalone farm near Gansbaai, South Africa, experienced continuous and expensive corrosion and abrasion in the cast iron pumps installed to transfer seawater to its growing blocks, they turned to APE Pumps for help.

The original pumps, supplied by another manufacturer, were installed at Roman Bay Sea Farm in 2009 as part of an expansion programme to provide additional capacity for abalone production. However, low temperatures and the salinity of the seawater resulted in rapid and continuous pump corrosion.

As a solution to the problem, APE Pumps proposed five identical split-case machines cast entirely in super duplex stainless steel, which is characterised by exceptional strength and very high resistance to corrosion.

The pumps, each with a duty of 1,250m³/h

(347 l/s), were delivered to Gansbaai and installed in May last year to draw seawater under negative suction head from the seawater intake gully.

They have proved more efficient than the machines replaced, consuming less power while they transfer seawater from the ocean into holding tanks from where it is fed by gravity through the farm and then back into the sea. This seawater accurately simulates the natural environment needed by the various abalone life cycles of breeding and hatching, larvae development, settling, weaning and maturing. Passing continuously through Roman Bay's rearing tanks, most of it is directed to growing blocks where the maturing phase demands millions of litres of seawater each day.

In South Africa's power generation sector, APE Pumps in August 2014 secured the order for a new concrete volute vertical turbine pump to be used as the standby unit for cooling water recirculation at Eskom's Grootvlei power station.

The contract, valued at R4,2m, followed APE's overhaul of the first of this power station's eight cooling water recirculation pumps as part of a scheduled maintenance programme.

The orders are connected in that the two machines, new and refurbished, are identical.

All eight cooling water pumps at Grootvlei were manufactured by APE Pumps when this power station was built in the late 1960s, and the company is tendering for similar service and repair work scheduled for the power station's sister machines.

The pumps have run without problems for more than 40 years.

Grootvlei's new single-stage concrete volute pump will have a flow of 6,243 litres per second at a head of 18,6m. Delivery is imminent.

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



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Continued on P17

International vacuum pumps and systems in Cape Town



Installation of twelve Busch Cobra NT0400 Atex rotary screw vacuum pumps with PLC control panels.

BUSCH South Africa can reflect on 2014 as a year where new, bold, strategic measures were put in place to expand its South African and African market share. A major focus was to bring awareness to the African market of Busch Vacuum Pump and System's globally recognised product range.

Locally, Busch South Africa says it's been very successful with the oil rotary vane and

claw pumps - with these pumps being recognised as the workhorse product in the market. By building on this success, Busch will create more awareness of its high quality pumps in the rest of its product range. This includes liquid rings, side channel blowers, screw pumps as well as its roots blowers. Being one of the only major vacuum pump manufacturer directly represented on the African

continent, Busch says it gives South African companies the chance to deal with the OEM (Original Equipment Manufacturer,) thus giving them direct access to the latest market trends and globally competitive pricing.

Over the last few years the Busch Cape Town Office has installed and commissioned centralized systems of Hi-tech Atex specification rotary screw pumps at a

major pharmaceutical company in the city. In the South African market only liquid ring systems have been used for vacuum in the reactors manufacturing high-end, core pharmaceutical products says Busch. With the old liquid ring pumps at the end of their service life, Busch was approached to suggest either the equivalent replacement Busch liquid ring system or introduce an alternative option more in line with the latest international trends.

The challenge was that over 60 different chemical products are produced by the client in batch format. Thus the pumps need to be resistant to a vast amount of different chemicals passing through the units. The Busch team also had to match the appropriate Atex rating for each system and the inside of each pump had to be coated for chemical resistance with a special Tantal coating. While consulting with Busch's global medi-

cal experts it was clear the Busch cobra screw vacuum pumps were the ideal solution for this process. The screw pumps offered advantages in reduced power consumption, deeper vacuum and no service liquid requirements.

With the initial 15 Atex Cobra screw pumps already installed, the next 12 units will be installed shortly.

The Cape Town Busch Branch has a service department that caters for on-site services and repair of Busch and various competitor pressure pumps, vacuum pumps and blowers like Becker, Elmo-Rietschle, Edwards, PVR, Robuschi, Nash, etc. At the same time loan units are available while a pump is being repaired. Requests for centralized systems or special applications can also be catered for.

Busch also has a dedicated Sales Engineer for the Eastern Cape stationed in Port Elizabeth, a branch in Durban and its Head Office is located in Johannesburg.

Water pumps for Africa

Continued from P16

APE Pumps also supplies to mines outside South Africa. In August 2013 the company completed manufacture of two vertical turbine pumps for return water duty at Namoya gold mine, Democratic Republic of Congo.

Ordered by MDM Engineering, these pumps were installed to transfer water for re-use within the mine's gravity circuit, a pre-leaching process that recovers coarse gold by making use of its relatively high specific gravity. After use, process water passes into a large polyurethane lined dam for transfer by the APE vertical turbine pumps back to the start of the circuit.

Namoya is a new mine situated at the southern end of the Twangiza-Namoya gold belt in the DRC's

Maniema province approximately 225km southwest of Bukavu. Commercial production there began last year.

APE's two vertical turbine pumps for Namoya are identical machines, each eight metres in length from mounting plate to suction bell, and incorporating a water flush to lubricate the bearings. The pumps are designed to transfer water at a flow rate of 100m³/h and a pressure of 120m. Power is supplied by 55kW Weg electric motors.

Namoya's twin machines brought to 18 the number of pumps of various design supplied by APE Pumps to MDM Engineering since January 2012. Competition for the Namoya order came from manufacturers in China and India and South Africa.

Smart about energy technologies – applications – solutions

EMS Invirotel Energy Management (Pty) Ltd. is an integrated smart electricity, water metering and propriety software company. Invirotel provides smart metering, monitoring and evaluation tools for public, private and residential sectors. Invirotel is a subsidiary of Voltex (Pty) Ltd. which is one of the largest distribution companies for electrical products and all associated accessories in South Africa.

The company provides a wealth of tools for analysis, reports, alerts and control to both the utility and the end-user customer. Utilities can receive real-time data from circuit level right up to an entire region or country. End-user customers can now view their consumption and bills in real time and at all times. Internet and all smart mobile devices are supported. Invirotel also supplies the Professional Development Institute (PDEV,) which provides enterprise software development. Invirotel was established for the setting up of new standards in the Green technology sector.

Its smart metering solutions give both service provider and end-user an automated meter reading at a rate of up to every ten minutes. Utilities can therefore customize tariff to time-of-day usage and also control the

load on the system and, if needs be, remotely cut off supply.

The real-time and historic consumption data helps identify fraud and gives technical teams unprecedented turn around times on fault detection, and therefore correction. It also automates the entire bill-

ing cycle, from recording, to generating and dispatching invoices.

The concentrator is a Central Processing Unit (CPU) for the remote reading of electricity and water meters. The CPU communicates via Power Line Communication (PLC) to the electricity meters and via Radio

Frequency (RF) to the water meters. The concentrator allows two-way communication access to all meters and can have up to 400 meters connected to it.

Benefits of Smart Metering include a two-way communication system,

Continued on P19



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Useful information for winching applications

ROPE CONSTRUCTION	Minimum Drum & Sheave Diameter
6 x 19 (9/9/1) F or IWRC	28 x Rope Diameter
6 x 25 (12/6 F+6/1) F or IWRC	23 x Rope Diameter
6 x 36 (14/7+7/7/1) F or IWRC	19 x Rope Diameter
6 x 41 (16/8+8/8/1) F or IWRC	18 x Rope Diameter
6 x 43 (14/14/7F+7/1) or IWRC	18 x Rope Diameter
6 x 49 (16/8+8/8/8/1) IWRC	18 x Rope Diameter
15 Strand N/S 9 x 6/6x19(9/9/1) IWRC	26 x Rope Diameter
18 Strand N/S 12x7(6/1)6x7(6/1) F or IWRC	26 x Rope Diameter
18 Strand N/S 12x9(9/9/1)6x19(9/9/1) F or IWRC	24 x Rope Diameter
8x25 (12/6F+6/1) IWRC Spin Reduced	19 x Rope Diameter
6x13(7/6Δ)F	42 x Rope Diameter
6x30(12/2/6Δ)F	42 x Rope Diameter

TABLE 1: The minimum recommended ratio of rope to drum and sheave diameters at > 1m/s.

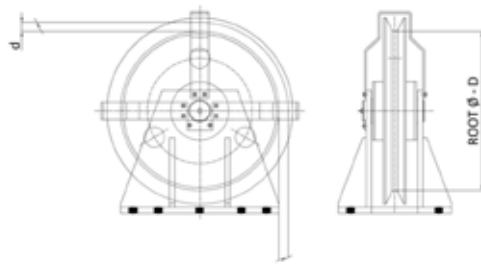


Figure 1: D/d Sheave Root DIA to Rope DIA

THERE are several factors that need to be taken into account to achieve proper rope lay on a winch drum and rope life. Of these factors the most important is the magnitude of the D/d ratio (Drum/Sheave to Rope Diameter) and the fleet angle.

When the wire is bent over a winch drum

a tensile load is subjected to the outer fibres of the rope.

The magnitude of these tensile stresses is inversely proportional to the radius of the bend. Thus the larger the radius is the lesser the stresses will be.

TABLE 1 depicts the recommended minimum drum and sheave diameters in terms of

the rope diameters for various rope constructions. These values are the minimum values when working on a single layer of rope and for speeds below 1m/s. An addition of 5% should be added to the recommended diameter with every 0.5m/s increase in speed above 1m/s.

In situations where the rope will only work intermittently the drum and sheave diameters can be reduced by as much as 25% from the recommended minimum values as listed in TABLE 1. Further reduction from this is not recommended under any circumstances as this will result in severe increase in bending stresses and will result in rapid rope fatigue. Please see FIGURE 1 for Illustration of D/d.

Dymot is involved with many mining projects and have products in more than 40 countries.

Alternative lifting technologies

JOHNSON Crane Hire is positioning itself as a heavy lifting solutions provider rather than a crane hire company as it focuses on alternative lifting technologies as being complementary to cranes. "Adopting alternative lifting technologies has definitely given us an edge in the marketplace. This falls within the ambit of our brand promise, which is total cost effective solutions," James Robinson, Heavy Lift Manager for the Crawler Cranes and Projects division of Johnson Crane Hire, says.

"We have the equipment, but more importantly, we have the expertise to apply to solutions. This is a highly specialised and niche sector of the market. What sets us apart is that our experience and intellectual property reside within Johnson Crane Hire; we are very much hands-on and in-house." Robinson says that while "sometimes there is no getting away from using a crane," alternative lifting technologies come into their own in terms of expanding into the African market, or where the need arises.

"We love cranes, but know it is not always practical to send a crane into Africa. When it is there it does the best job possible, but the logistics of getting it there is almost a project in and of itself. Alternative lifting technologies are a lot easier to mobilise and therefore represent a much more cost effective solution in some instances," Robinson says.



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Lighting the way for young learners

ATHLONE School for the Blind, in Bellville South, was recently selected as a beneficiary by Air Products' Cape Town branch.

As part of its overall corporate social investment (CSI) drive, Air Products distributes funds to each of its nine facilities around the country every year, to be spent on community projects within the regions in which the company operates.

"Education is the foundation of a healthy future, and we are proud to assist where possible with projects that empower young people to operate more effectively in their world," says Sugene Vickernand, Regional Sales Manager at Air Products.

Vickernand, along with colleague Nita Muller, Facility Supervisor at Air Products Cape Town, presented a cheque at an assembly at the school, with students, teachers and community members present.

"The school was

elated, but for us it was a very humbling experience. Witnessing a typical morning in the life of the school confirmed for us the amazing work Athlone School does in educating disabled and mentally challenged children. The school teaches children from pre-school all the way to Grade 12, and is also very involved in local, national and international sporting events. The fact that the school also provides free adult learning to the local community is another reason why we chose to offer our support," says Vickernand.

As an institution which is only partially subsidised by government, Athlone School relies on the involvement of the community and the support of the local business sector to a large extent. Air Products' donation will be channelled into buying new tutorial and sporting equipment, and the maintenance of the school's vehicles. A portion will also go towards the school

kitchen, where meals are provided daily for hostel students.

"We are very grateful to Air Products for this financial boost, and we will allocate the funds in ways in which the company will be able to see the direct benefit in terms of learning and teaching tools," says Theodore Klink, Deputy Principal of Athlone School for the Blind.

She adds that a large portion of the money received will be used to purchase scanning and PDF transforming software.

"The purpose of the software is to convert PDF documents into MS Word documents which can be edited for Braille production; as well as the preparation of audio documents for our blind learners. The children do not have their own Braille and large print books, and our school has to prepare our own Braille print resources. Air Products' donation will be instrumental in helping us to do this," Klink says.

Terminal automation solution solves logistical challenges

END-USERS in the oil and gas, LNG, LPG, chemical, fuels and bulk storage industries face many logistical challenges, including quicker product delivery processes, improving loading efficiency, flexibility to change, improving safety, increasing efficiency of administrative work, cost reduction of personnel, data integration, visualization of operations and traffic management. Yokogawa's Terminal Logistic Suite (TLS) VP has been developed to overcome these challenges. The enhanced features of the TLS-VP, together with Yokogawa's more than 40 years of accumulated knowledge in terminal automation, will deliver profits to the customer's bottom line, typically achieving a return of investment (ROI) in less than a year, according to the company.

Yokogawa's TLS-VP provides the capability of combining real-time control and data storage to offer fast and reliable data management. It is designed and developed to meet the operational demands of main oil, fuel and chemical distribution terminals. The system configuration tool enables simple and convenient system customization to satisfy diverse business needs. Additionally, the report function provides tailored operator's reports without re-designing the report layout.

A true level three (Production/MES layer) solution, the TLS-VP is scalable and modular in design for application in simple or complex multi-owner, multi-user business environments.

TLS-VP has been developed for the automation of operations at terminals where oil, gas, LNG, LPG, chemicals, petroleum, and other bulk materials are loaded/unloaded from road tankers, rail cars, and marine vessels. In addition to having a direct link to the operating environment and an ERP interface with the office environment, TLS-VP provides separate modules for loading/unloading, blending, movement operations, path selection, jetty scheduling, nomination, data management, inventory management, order management, security control and audit trail, system maintenance, stock control, quality control and reporting.

In addition to the level four ERP layer,

TLS-VP enables seamless integration with the level two control and level one field/sensor layers, including Yokogawa's own PLC or DCS controllers, and Prosafe-RS Safety Instrumented System (SIS) and Fire and Gas System (FGS) functions, as well as various interfaces for third-party and sub systems such as tank gauging, MOV controller, access control, weigh scale and preset.

Yokogawa's state of the art terminal automation solution results in quicker product delivery processes, improved loading efficiencies, flexibility for change, improved safety, reduced administrative work, data integration, enhanced visualization of operations, and improved traffic management.

Smart about energy technologies – applications – solutions

Continued from P17

to and from the control room from the meter that allows for remote disconnection and connection. This allows the utility to limit power supply, bill dynamically based on Time of Use (TOU) while it's anti-tamper and anti-bypass features protect both the supplier and the consumer.

It ensures optimized customer service as well, with credit or prepayment meters remotely changed and a Customer Interface Unit (CIU) offering the consumer an in-house display. This allows the utility to trouble-shoot when a client reports a problem remotely and read and program the meter immediately. It also allows for a two-way instant messaging facility between both the customer and the distribution company.

Easy payment options are available to the end-user as well, including credit cards, internet purchases (EFT), mobile purchases (E-Wallet), vouchers (STS) and over the counter (cash) options.

Invirotel owns proprietary technology for monitoring each and every circuit or appliance in a building. The hardware comprises multi-clampers (a set of eight or 12 Current Transformers (CTs)) which clip onto the circuit or appliance being

measured) as well as the Enerhub. The Enerhub is the communication gateway (wireless Zigby) from the multi clampers and through to the software portal.

This circuit and appliance monitoring

capability means that measurements are taken every five seconds, measuring power, consumption, power factor, reactive energy, carbon emissions and frequency voltage, allowing the user to find

out what each and every circuit or appliance consumes and budget and plan their electrical consumption going forward while accurately identify energy-wasting circuits and appliances.



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Parker will provide Bloodhound's airbrake backup

A composite piston accumulator designed by engineering firm Parker is set to form a vital part of Bloodhound SSC's attempt to break the world land speed record in 2016.

Powered by a jet engine and rocket, the Bloodhound SSC (supersonic car) will begin high-speed testing at Hakskeen Pan in South Africa later this year with a target of reaching 800mph. Parker's energy storage system will provide fast access to a big energy boost if this is needed, for instance, during rapid braking after

the record attempt is complete. Although the vehicle will rely on powerful air brakes to slow the vehicle from 800mph and below, if a loss of hydraulic power occurs, Parker's two composite piston accumulators will be ready to release energy stored within them and deploy the air brakes at a controlled speed.

Engineers working on the 1,000mph Bloodhound Supersonic Car (SSC) and motion control experts, Parker Hannifin unveil a closer look at the vehicles airbrake system.

Compared to the steel bladder accumulators that might normally be used on such a vehicle, the composite accumulators are more compact and are 60% lighter, while being stronger and less susceptible to fatigue.

Traditionally, composite accumulators have used metal liners with an outer composite reinforcing structure, owing to the high-stresses involved. However, Parker's engineers have been working for over a decade to develop a high-performance hydraulic product that is almost

entirely made of composites. Their piston accumulator therefore uses a novel plastic liner, integrated into the carbon fibre reinforced epoxy composite product. The barrel design consists of two parts – an inner liner and outer barrel. The fully composite inner liner carries the hoop loads of the internal pressure, while a fully composite outer barrel is responsible for supporting the axial loads, allowing it to perform under high stress.

The development phase has included fatigue testing up to ap-

proaching six million cycles, while the accumulator also features a safe failure mode where it can leak in the event of over-pressurisation. Although more expensive than a steel bladder accumulator, the technology has applications elsewhere.

'We think there will be a big interest in the technology from the offshore market, where corrosion is a big issue in the environment,' said Mark Cattermole, product manager for industrial systems at Parker UK. 'It's a fantastic product for Bloodhound. It has



The 1,000mph Bloodhound Supersonic car.

to be positioned relatively high on the vehicle, so the low weight means it has less effect on the car's centre of gravity - the car must be very stable at such high speeds.'

Following trials at Hakskeen Pan, the Bloodhound team will return to Britain to review test data before returning to South Africa in 2016 with the aim of reaching 1,000mph.

Pneumatic or Electric? The answer is a hybrid

THERE are many schools of thought when considering using pneumatic versus electric technology for your automation requirement. Russell Schwulst, Business Development Manager at Festo, takes a look at current opinions and suggests

a sensible mixture of the two technologies, focused on the application in question and energy efficiency.

Electric or pneumatic - which approach is the more efficient? According to Schwulst, it is not possible to give a generalised answer.

The right approach always depends on individual cases. The strength of Festo is that the company can offer both technologies. Schwulst explains, "We can provide expert technology-neutral advice which gives users a view of both alterna-

tives, thanks to the fact that we have knowledge and experience of both electrical and pneumatic solutions."

According to Schwulst, hybrid solutions are often an efficient alternative, combining the best features of both tech-

nologies. Consider a typical application of a packaging machine. A conveyor belt accepts a product and sets it down on a second conveyor belt with an outer packaging. This requires two motions: an X axis with a maximum stroke of about 1,000mm and a Z axis with a stroke of around 100mm. "Now consider the three options: pneumatic, electric or pneumatic-electric drives," says Schwulst. "A mix of technologies with an electric X axis and a pneumatic Z axis of-

fers an optimal combination of efficiency, cost, flexibility and performance, since it allows both types of drive to play to their strengths." For example, the electric axis offers highly dynamic operation and flexibility, while the pneumatic axis is distinguished by its compact size and low weight.

In recent years, ecological factors have become more and more important for many applications and customers. At the same time, the question of costs cannot be ignored.

Schwulst feels that it is advisable to keep an eye on both these aspects. It is important to not only focus on the initial purchasing costs, but also overall and environmental costs. Product developers need to consider a large number of criteria in almost every technological decision. "Ultimately, this decision involves a process in which an optimal solution must be found on the basis of specific parameters without falling back on generalised statements," concludes Schwulst.

Students explore food and beverage industry in 2015

WITH the 2014 PneuDrive Challenge Engineering Design Competition concluded, competition co-sponsors SEW-EURODRIVE and Pneumax, have announced that students will need to design a 'game changer' for the food and beverage industry in 2015.

DTI statistics for commodities associated with the food and beverage industry report that the industry was valued at more than R132bn in 2013. It is also an industry that the South African government has identified as one of the top three priority areas for creating jobs, with a plan to see the creation of 145,000 jobs in the agro-processing by 2020.

By challenging young mechanical, electronic and mechatronic engineering students to design applications that can improve productivity, reduce wastage and ultimately improve the bottom line for businesses in this industry, SEW-EURODRIVE and Pneumax have created a valuable plat-

form that brings academic potential and the real needs of business closer together.

Food and beverage companies are under pressure worldwide. Small, medium and large businesses in this constantly changing and competitive industry face a myriad of essentially unpredictable challenges. These include; adverse weather conditions, legislation changes, rising commodity prices, higher transportation costs and consumers becoming increasingly conscious of what they purchase.

Large companies have more resources and better access to capital to address challenges. However, it is the small-to-medium size processors and manufacturers that have to proactively find solutions to these pressures if they want to maintain or grow market share.

Small-to-medium size businesses, who often lack easy access to finance, need to unlock potential growth opportunities by implementing efficient and

well-managed systems. It is here where innovative ideas from talented engineering students could play an important role.

The importance of offering students access to the latest in drive and pneumatic technology, and how these can be used practically in business, cannot be stressed enough. With the roll-out of the competition to universities around the country at the beginning of each year, the co-sponsors typically find that students have limited knowledge on the latest drive and pneumatic technology.

This suggests not only a lack of technology awareness that universities obviously cannot keep up-to-date with, but a serious gap in student understanding of how the technology can be used to improve business and manufacturing processes.

Started in 2008, the PneuDrive Challenge has proven itself as a successful model that can accelerate the introduction of young

Continued on P21

driving

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BMG acquires Klep Valves

BMG – Bearing Man Group - part of Invicta Holdings Limited, has extended its operations in the fluid technology sector, with the recent acquisition of Klep Valves. “This strategic acquisition follows an 18 month period where Klep Valves supported BMG in our expansion into the dynamic

valves sector,” says Gavin Pelsler, managing director, BMG. “Klep Valves, which forms part of BMG’s Fluid Technology division, will retain its manufacturing facility in Krugersdorp under the BMG banner.” “This development augers well for both companies. BMG will broaden its product

range and service offering and, with the combination of its positioning as a respected manufacturer and BMG’s extensive distribution reach, Klep Valves is set to significantly extend its market share.” Klep Valves specialises in the manufacture of diaphragm, pinch and wedge gate valves, which are designed for

enhanced operating efficiency and extended service life in diverse sectors. The company’s offering includes soft natural rubber lined diaphragm valves, which are widely used in mineral processing and mining and slurry applications. Other lining materials include butyl, nitrile, jumbo (NAX), halar and hard rubber.

BMG’s national branch network of over 130 branches supports this range with a technical advisory and support service, to ensure optimum efficiency and extended service life of every valve. The company also offers a total process and lubrication management service, to meet exact market demand.



The full range of KLEP valves is now available from BMG.

Students explore food and beverage industry in 2015

Continued from P20



With more than 2 billion can ends being produced annually by Nampak DivFood alone, engineering students who take part in this year’s competition are going to need to jump into the deep end of the food processing and manufacturing industry if they want to compete well.

engineers into industry. In 2015, the competition organisers will be on the lookout for talented young engineers brave enough to think out of the box, and with the potential to design applications that could make a big impact in the food and beverage industry.

Roadshows, technology workshops and coaching interventions through the year will aim to introduce, support and nurture students so that they can take a step into industry with confidence. The

winners of the competition will receive a ten day all expenses paid trip to Germany and Italy where they will have an opportunity to present their designs to the head offices of the sponsor companies.

SEW - EURO - DRIVE and Pneumax also offer more than R300,000 worth of equipment to competing universities to ensure that future students are afforded the opportunity to experiment with the latest in drive engineering and pneumatic technology.

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Tailor-made fire safety in the Western Cape

FIRESAFE Fire Engineering, with its headquarters in Strand, was established in 1987 and says it's considered to be a leading SABS approved fire prevention and protection service provider in the Western Cape.

The Company is under new ownership since 2013, when it was acquired by Jan Fritz who brings with him a wealth of knowledge within the commercial services sector.

"Turnaround interventions since 2013 included a complete new approach to how we package our services. We offer a world-class, ethical service underpinned trusted product lines. We hold our SANS 1475 mark with



a very high-degree of responsibility."

"We have well developed and strong technical resources. Our extensive team of SAQCC certified Service Technicians are fully-equipped and trained in all aspects of fire risk analysis as well as the installation and maintenance of a wide array of fire fighting ap-

pliances, ranging from traditional portable fire fighting appliances to specialised solutions including fire suppression systems, sprinkler systems, early warning systems and evacuation interventions

In addition to supplying fire fighting equipment and risk related services, we also provide Seta approved first

aid and fire training to commerce and industry, thereby equipping our clients to act pro actively in case of emergency."

Firesafe is committed and able to meet the stringent quality standards within commerce and industry through superior and trusted service solutions.

The company's strategy is to offer flexible, tailor-made and affordable solutions in furtherance of legal compliance and enhancing safety and protection of property and lives. Most of all, the Firesafe team believe that its future success has everything to do with its focus on customer service excellence and communication.

Air Products celebrates completion of safe construction project

AIR Products South Africa celebrated the delivery of a safe and injury-free construction project when the contractors handed over the keys to the company's R300m air separation unit (ASU) in the Coega Industrial Development Zone (IDZ) in November 2014.

"In meeting our delivery commitment, we have worked hand-in-hand with the contractors to ensure stringent application of health and safety rules. As a result, we see a project delivered within its 18-month allotted timeframe, without injury or incident, enabling us to deliver both to our customer service promise and our health and safety commitment to sending every one home safely, every day," Air Products Corporate Risk Manager Sue Janse van Vuuren said.

Air Products broke ground on its site in the Coega IDZ in May 2013, and met its commitment to have the plant commissioned and completed – with gas flowing to customers – before the end of 2014. The ASU is the sixteenth such plant to be built in this country by Air Products South Africa, and the second to be completed and launched this year.

Van Vuuren said the incident-free delivery of the plant in the Coega IDZ was a direct result of Air Products' integrated safety, health, environment and quality (SHEQ) management system.



Air Products South Africa achieved its goal of 'Every one home safely, every day' in the recently completed construction and commissioning of its R300m air separation unit in the Coega IDZ.

"The system integrates a number of elements, including Air Products' global standards, local legislation, certification system requirements and best practices, with compliance monitored through various auditing and reporting processes," she said.

The ASU brings security of industrial gas supply to Eastern Cape industry for the first time, but this depends on the consistent application of stringent quality and safety standards, Van Vuuren said.

She said Air Products' existing Deal Party facility in Port Elizabeth was an excellent example of consistent application of health and safety standards. The plant, which blends gas and welding mixtures, fills cylinders and supplies various industrial and specialty

gases, has maintained an incident-free safety track record for more than 30 years. "We hope to continue this incredible feat at the new ASU," Van Vuuren added.

The launch of the Coega ASU followed the company's recent starring role in the annual "Oscars of occupational health and safety" where it took home three platinum NOSCAR awards from the National Occupational Safety Association (NOSA.)

"The awards confirm that we are in the top echelon within our industry sector across South Africa; and our repeated success demonstrates our consistency. In our industry, where safety is of the utmost importance, recognition such as this confirms to our customers our world-class ap-

proach to safety," Van Vuuren said.

Along with 26 regional NOSA awards for Air Products over the past year (subs: 2014,) national platinum NOSCAR awards went to Air Products' head office facility for the eighth time, to the Springs facility for the fourth time, and the Pinetown facility won its first platinum trophy. The awards recognise excellence in implementing the NOSA '5 Star' environmental, health and safety system.

"NOSA's '5 Star' system enables us to benchmark ourselves against environmental, health and safety legislation and best practices. It also gives our existing and potential customers a measure of our commitment and performance in this field," Van Vuuren concludes.

Deadline looming for PVC pipes to be heavy metal free



All PVC pipe manufactured by SAPPMA members are lead-free and are stabilised with environmentally friendly materials such as Calcium Zinc or organics based stabilisers instead.

MANUFACTURERS of PVC pipes in South Africa have less than six months left to ensure products are compliant with the Southern African Bureau of Standards' (SABS) ruling that all locally manufactured be free of heavy metals by July 2015.

This announcement was made for the first time on the 30th October 2013 by Sibongile Dhlamini, General Manager at the SABS Certification (Gauteng) following an amendment of a series of standards by the technical committee of the SABS Standard Division.

The Southern African Plastics Pipe Manufacturers Association (SAPPMA,) representing more than 80% of the country's pipe manufacturers, welcomed the announcement. "SAPPMA'S aim is to support the industry in promoting quality products. To this end, we work closely with the SABS in matters of standards and quality through implementing various quality-assurance measures and initiatives, as well as demanding additional good practice measures from its members," explains SAPPMA

Chairman Jan Venter. According to Venter, SAPPMA members had already embarked on a voluntary removal of heavy metal stabilizers from their PVC pipes as early as 2006. The policy was fully implemented by SAPPMA in July 2009 and applied to drinking water systems as well as sewer, drainage and mine pipes.

"Removing heavy metals from their PVC pipes was done at considerable cost to our members, but was wholly supported because it was in line with SAPPMA's life cycle thinking. It took into account end-of-life issues and waste management options and it was based on health and environmental considerations," Venter said. "Although lead does not leach from the plastic pipes and does not pose any danger to people once installed, we felt compelled to create a safer environment for the manufacturers where lead poisoning does pose a risk for their workers. As a result, all PVC pipe manufactured by SAPPMA members are lead-free and are stabilised with environmentally friendly materials

such as Calcium Zinc or organics based stabilisers instead. Adherence to the policy has been a requirement for SAPPMA Membership over the past eight years, and as such has formed part of the regular SAPPMA factory audits," Venter said.

The SABS gave local manufacturers of PVC pipes who are SABS certified a window period of 24 months to get their house in order and to comply with the new relevant standard requirements. However, this grace period ends on the 1 July 2015. Pipes bearing the SABS mark of quality will also have to be resubmitted for testing in order to be issued with new permits. "In the interest of the consumer and good business practice, the SABS strongly promotes the highest possible product quality standards as well as environmentally friendly manufacturing processes and materials. We therefore urge companies to ensure they comply with the standards and that all heavy metals are removed from their manufacturing process in time for the deadline," concludes Venter.



Firesafe Fire Engineering, with branches in Paarl and Strand was established in 1987 and is today considered to be a leading SABS approved fire prevention and protection service provider in the Western Cape. The company, with its' head office in Strand, is renowned for its association with trusted service and quality product lines and carries the SANS 1475 mark with a very high degree of responsibility.

We have well developed and strong technical resources. Our extensive team of SAQCC certified Service Technicians are fully equipped and trained in all aspects of fire risk analysis as well as the installation and maintenance of a wide array of fire fighting appliances, ranging from traditional portable fire fighting appliances to specialised solutions including fire suppression systems, sprinkler systems, early warning systems and evacuation interventions. In addition to supplying fire fighting equipment and risk related services, we also provide Seta approved first aid and fire training to commerce and industry, thereby equipping our clients to act pro actively in case of emergency.

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Logistics and supply chain management that allows you to focus on the business at hand



Meagan Rabe, Strategy and Solutions Manager: Business Banking at Sasfin.

COMPANIES involved in imports are increasingly relying on outsourcing. This allows them to focus their resources on their core business with the assurance that their logistics processes are being managed by a team of experts.

"We previously offered importing companies many solutions in the supply chain process, but we are now also able to offer a full, end-to-end solution, from order placement to

delivery in South Africa, and provide customers with one single, rand-based invoice, which has been termed our Start To Finish product," says Meagan Rabe, Strategy and Solutions Manager: Business Banking at Sasfin.

Sasfin acts as a partner to clients managing the confirmation and tracking orders to financing both foreign and local payments to suppliers, hedging of foreign exchange risk, providing insurance

cover, logistics services as well as final delivery and payment.

"We work closely with our clients, providing hands-on service, which differentiates us from other commercial banks," explains Rabe. It is through these close relationships that Sasfin gains an in-depth understanding of their clients' financial and cash flow requirements as well as their logistical needs. Sasfin places value against its clients' stock - something commercial banks rarely provide. The working capital solution is also not an overdraft facility. It is designed to get the most out of the working capital cycle - by giving clients the financial breathing space between the cash-out and cash-in process of the cycle.

The depreciation of the rand has put major strain on companies in South Africa. Importers have become more cautious with what they import, the quantity imported and the price they are paying per unit. Hedging has become

more popular to alleviate these financial constraints. Rabe explains that "Sasfin Forex offers a complete forex service for a forward contract to assist in the end-to-end process."

Sasfin clients only get invoiced on the stock that they draw. Rabe explains that customers "are committed to taking the stock, but we only charge them as and when the stock is drawn, with a single rand-based invoice." As a result of the 180-day facility, the client receives the benefit of stock purchased on a bulk order, at a lower price and this is not on their balance sheet. "In addition we have a relatively-high BEE rating that is a significant advantage to our customers," she says.

Sasfin also has 100% share in Sasfin Premier Logistics (SPL) which, in the last year, opened a state-of-the-art warehouse facility in Pomona. This facility was the final component to the start-to-finish solution, providing Sasfin with the ability to store

their clients' stock in addition to the rest of the offerings in the import process.

The warehouse, conveniently located near OR Tambo International, is complemented by a second warehouse in Cape Town. The warehouses ensure that stock is safely stored with 24-hour surveillance, access control and security systems providing world-class security. Stock can be monitored via an on-line monitoring system that allows the client to view stock levels remotely. "Our warehouse in Cape Town is used as a staging area for sea consolidation and airfreight shipments. Further to this we use the warehouse as a transit shed for the import consolidations for Cape Town and Johannesburg cargo," says Paul Beaumont Thomas, Regional Manager for SPL in the Western Cape. Through SPL, Sasfin is the only trade finance house with its own forwarding agent and office in Hong Kong. Thomas adds, "We pride ourselves on our flexibility,



Paul Beaumont Thomas, Regional Manager for Sasfin Premier Logistics in the Western Cape.

safety and output."

Sasfin's expertise in the realm of imports, exports and logistics takes the burden of companies needing to commit precious resources and capital into processes that are often complex and difficult to execute. Through an in-depth understanding of its clients' logistics and financial requirements, the Group creates a tailored solution that delivers on all its clients' needs from start to finish.

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From source to consumption

WHAT if there were significant opportunities to maximise your supply chain that could minimise your risk and save you money? In our thirty plus years of experience at Value Logistics, we have enabled countless businesses to do just that.

In our experience, most businesses have a distribution model that scales anywhere from fully owned to fully outsourced. As your business has grown and adapted to the market, your choice of distribution model is likely to have been shaped more by default than by design; as a result there are likely to be aspects of your distribution model that you have always 'done that way,' but may not be optimum to where your

business is or where it's going.

Through this rapid change, outsourcing across all industries has grown significantly for three fundamental reasons:

- Businesses want to focus on their core. Businesses are looking to outsource operations that don't form part of their core business – thereby allowing them the time and energy to focus on their core expertise and leave non-core functions to the experts.

- Businesses want to leverage resources: In outsourced environments, businesses benefit from shared resources with the added benefit of not having to manage the complex human resources challenges.

- Businesses can't afford the cost of learning: Companies in an outsourced relationship benefit from the specific expertise that a dedicated outsource partner can bring to their business, thereby reducing the learning curve and maximising effectiveness through best practice.

However, although attractive for many reasons, few businesses are aware of, or have considered, some of the unique challenges of outsourcing any aspect of their supply chain. Some of these include:

- What to do with their current infrastructure,
- What to do with their current staffing and
- What to do with their legacy systems.

Any one of these could prevent businesses from even considering the idea of outsourcing and its benefits – at the cost of some major opportunities to reduce overall costs and risks.

But where do these costs and risks actually hide? Well, a supply chain, like any other chain, is only as strong as its weakest link. Each link either creates friction or flow – and friction costs money and escalates risk. Challenges range from staff issues to overstocked warehousing to underutilised resources to aging systems and so on. These problems manifest themselves everywhere along the supply chain, and their knock-on effect and cost implications are more significant than most business leaders re-

alise.

Perhaps the question you need to be asking is "Is this happening in my business?" We don't profess to know enough about your business to answer that question and to make sweeping statements about if or by how much we can reduce your cost to risk ratio. For that reason, we offer a robust optimisation assessment at our cost. This will give you an indication of what possible advances you could design into your distribution model, as well as highlight how or if we can assist in enabling this.

Because Value Logistics has the infrastructure to offer end-to-end supply chain solutions under one roof as one business; we are able to not only understand the friction points in your supply chain, we also have the expertise to shape solutions that minimise these friction points. All of this is backed by state-of-the-art facilities, leading edge technology and smart people who care.

The newest addition to this, is the cutting edge warehouse and transport facility in Joostenbergvlakte in the Western Cape region. This facility is part of the Group's planned expansion strategy, led by the fact that Cape Town is destined to become South Africa's second largest city, and hence the Western Cape is seen as a rapid growth node. We are scaling up to take advantage of this so that our customers can too.

A first for FAW as it kicks off 2015



FAW trucks are easy to maintain and service, with excellent accessibility to spare parts if needed.

FAW Vehicle Manufacturers SA (Pty) Ltd has started the New Year with another "first." A mere six months after opening its plant in Coega to assemble FAW trucks locally, the company has dispatched its first five export units to the FAW dealership in Kenya.

On 16 January the five FAW J5P truck tractor units headed off to TransAfrica Motors Limited based in Mombasa, Kenya.

Yusheng Zhang, CEO of FAW Vehicle Manufacturers SA, said: "Once again FAW is setting a benchmark for Chinese truck manufacturing locally."

"Not only have we managed to produce the best quality levels, comparable – if not better – than our FAW parent company in China, but we've been able to do so in a very short run-in period for a plant that only came on stream six months ago."

The Africa dealers who traditionally

placed their orders on FAW China are moving their shipments to originate out of South Africa owing to the shorter lead time for delivery, the high levels of quality that some have come to verify personally at Coega in South Africa, and the reduced cost of sourcing FAW vehicles on the same continent."

Says Zhang, "We are already working on a special order for the FAW Tanzania dealership. What is significant is that the export destinations can more readily adjust some specifications to accommodate customers' requirements specific to their markets."

"In this way we anticipate providing FAW trucks to Africa customers which will delight them with personalised modifications, as well as provide them with our renowned robust and durable FAW trucks, tipper and mixer ranges."

The FAW J5P 6X4

380hp truck tractor is a stalwart product for Africa road conditions. The 55 ton GCM vehicle can cope easily with the region's dust and dirt challenges, as well as rough roads and slippery conditions. With its high payload capacity it will provide good return on investment for most any operation, such as mining, long haul, logging or the like.

The quality built from the Coega-based plant ensure that the solid chassis and frame continue to give transport owners the ease of driveability they have come to expect from FAW trucks.

The Kenya-based dealer, who has been a firm believer in the FAW brand for over 30 years indicated that they were delighted that the products were so easy to source. They continue to provide service and parts back up throughout the region.

Another advantage of the running FAW trucks is that they are easy to maintain and service, with excellent accessibility to spare parts if needed.

"The FAW Coega plant team have outdone themselves, proving that the 'Made in South Africa' badge can be worn with pride.

The original decision to build the FAW plant in South Africa was very significant from a global perspective, as it is one of the most important and largest investments made by a Chinese entity in South Africa to date. The US\$60m investment needed for the Coega plant was financed by the China FAW Group Corporation, the China-Africa Development Fund (CAD-Fund) together with FAW Africa Investment Company LTD. This collaboration speaks volumes to the growing interest from global Chinese Industry in unlocking the true Africa potential.

"This export milestone, so soon after our inauguration, further cements our presence in South Africa," says Zhang proudly.

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Renttech SA launches two new diesel-driven generator ranges



The new ranges of diesel-driven generators include a heavy-duty range covering 10 to 30kva in both single and three phase sound-attenuated models, and an extra heavy-duty 'rental spec' series for extreme conditions.

RENTTECH South Africa says that its growing portfolio of industrial sales and rental equipment shows that the company is committed to providing new products and technologies that align with changing times and market demand.

The company, which boasts 22 recognised brands of welding, power generation, lifting, rigging and construction-related equipment, has recently launched two new ranges of diesel-driven generators, and has plans for introducing gas-driven generators early in 2015.

The new ranges of diesel-driven generators include a heavy-duty range covering 10 to 30kva in both single and three phase sound-attenuated models, and an extra heavy-duty 'rental spec' series for extreme conditions.

"The smaller units are popular for domestic and small business use, whereas our standard units are popular with larger businesses and site use. The 'Rental spec' units are aimed at heavy-duty on-site applications," explains Martiens Opperman, Renttech South Africa's Operations Manager.

Opperman emphasises that the company is constantly striving to improve the quality and efficiency of its products, many of which are sourced internationally, with the overall aim of supplying top-quality, versatile products at affordable prices.

"The 10-30kva range is small and compact, 1,500rpm, sound-attenuated and fitted with a Kubota/Newage Stamford power pack and offered at extremely competitive prices.

The heavy-duty 'Rental spec' units can be double-stacked, painted to marine container specifications and come with a standard five year rust proof warranty. These can be supplied as dual frequency units (50/60Hz.) These units are fitted with either Perkins/Newage Stamford or Cummins/Newage Stamford power packs and handle ambient temperatures of up to

50°C. The units 800kva and above are fitted in converted soundproof marine containers, which are ideal for site use," says Opperman.

The two new generator ranges form part of Renttech's existing range of power generation equipment which is used across a number of industries in South Africa and Africa, including the mining, construction, ship-building and petrochemical industries. Opperman notes that the diesel ranges are proving popular within its rental fleet, with follow-up orders currently in production.

When it comes to installation, it is vitally important to get the sizing right, says Opperman. "Correctly sizing a generator is essential in the supply of standby power equipment, as running a unit under capacity will cause it to 'glaze' or get damaged owing to under-supply of power," he says. "There can be major cost implications if a unit is either too big or too small for purpose. Renttech South Africa's in-house technical expertise, as well as the strength of our after-sales support, helps to prevent costly errors."

Renttech South Africa has enjoyed a strong growth trajectory in recent years due to a number of acquisitions of welding businesses around the country. The company is looking forward to a number of new projects that are in the pipeline for 2015, both in South Africa and other African countries.

In addition to new gas-fuelled generators, Renttech will also be distributing to the South African market new hybrid-type light-emitting diode (LED) towers. These are currently in the production development phase and will be available in the first quarter of 2015.

"The field of power generation and standby power is a dynamic one, and Renttech is proud to be at the forefront of a number of exciting new product ranges which are both cost-effective and energy-efficient," Opperman concludes.

Increasing safety with Apex in welding screens

EMPLOYEE safety and wellbeing remains a pressing concern for South African businesses. Non-compliance with the Occupational Health and Safety (OHS) Act can result in legal action, as well as reputational and financial loss. One of the areas that is potentially hazardous in a number of ways is welding. While welders are equipped with personal protective equipment (PPE) such as welding helmets, hand shields, or goggles, fire/ flame resistant clothing, aprons, boots and gloves, other employees in the working environment may be subjected to accidental harm inflicted by the welding process.

According to Wim Dassing, managing director of Apex Strip Curtains and Doors, the UV radiation and risk of burns from welding spatter can be contained to ensure minimal exposure to the welding process for non-welding employees. Apex Welding and Safety Screens have significantly contributed to improved safety in many manufacturing facilities throughout southern Africa. This innovative, locally manufactured P.V.C. screening material is most often used to cordon off welding and grinding bays.

Dassing explains that the welding arc creates extreme temperatures and may pose a significant fire and explosion hazard if safe practices are not followed. While the welding arc may reach temperatures of 5,538°C, the real danger is not from the arc itself, but rather the intense heat near the arc and the heat, sparks, and spatter created by the arc. This spatter can reach up to 10.7m away from the welding space.

In addition to problems created by the spatter, there is the added risk of exposure to ultraviolet light (UV,) visible and infrared (IR) radiation. Radiation generated during electric welding can cause serious medical problems, for example cataracts (because the eye is overheated,) inflammation of the cornea and conjunctiva, and changes in the retina and fundus of the eye. Ultraviolet radiation also affects skin, causing severe burning. Long-term exposure of the skin to UV may induce skin cancers.

The specially formulated material used



Apex Welding and Safety Screens have contributed significantly to improved safety in many manufacturing facilities throughout southern Africa.

for Apex Welding and Safety Screens incorporates a heavy duty ultraviolet light absorber that ensures off area, protecting dangerous U.V. workers in the close vicinity.

The UV radiation and risk of burns from welding spatter can be contained to ensure minimal exposure to the welding process for non-welding employees.

porates a heavy duty ultraviolet light absorber that ensures off area, protecting dangerous U.V. workers in the close vicinity. Apex Welding and Safety Screens

are also impervious to burning, and this is of particular importance should the material come into contact with welding splatter.

SABS U.V transmittance tests revealed that the Apex Screen achieved readings of 0.005%, 0.001 and 0.005%, which are clearly superior to conventional material readings of 0.005%, 0.008% and 5.0%. Total visible light transmittance tests were equally conclusive – the conventional material allowed 78% while the Apex material allowed only 15.5% light transmittance.

Apex Welding and Safety Screens are available in several configurations, including a free-standing frame made up of 13 overlapping strips. The screens' angled feet allow optimum utilisation of the floor space as the screens can be butted together at 90°.



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Young Welder of the Year 2015 announced

JACOBUS van Deventer has won the Young Welder of the Year 2015 competition and will go on to represent South Africa at the WorldSkills competition to be held in Sao Paulo, Brazil, from 11-16 August 2015.

The 2015 Young Welder of the Year

competition was held from 26-30 January 2015 at the Southern African Institute of Welding (SAIW) premises in Johannesburg.

"Jaco is only 20, but the quality of his work is beyond his years," says SAIW's Etienne Nell, the Young Welder of the Year convenor.

"He also has an excellent work ethic and is willing to learn. We are hoping for a competitive showing by him in Sao Paulo," says Nell.

Jaco, who is apprenticed at Steinmüller - a multi-service provider to the power generation and petrochemical industries - faced

tough competition this year, and only beat overall runner-up Romario Arendse from West Coast College by 1.25 points.

The win boiled down to the stainless steel section of the competition, which required the young welders to weld a box without ro-

tating or moving it in any way. Jaco scored an impressive 9.3/10 for this project, pushing him to the front of the competition. "Jaco demonstrated a high-skill level from day one," says Nell.

Meanwhile Nell says that interest in the Young Welder of the Year competition is growing.

"The competition has generated a great deal of interest from all over the country. With 20 finalists, we had a record number of participants this year and as this has become the foremost skills test for young welders in South Africa, we expect participation to continue growing."

Jim Guild, SAIW executive director says that the competition is an industry initiative and would not survive without its sponsors. "We are grateful for our sponsors who understand the growing



Morris Maroga SAIW President and Young Welder of the Year 2015 Jaco van Deventer.



Changing the Face of Welding Education in the Cape

The Southern African Institute of Welding (SAIW) Cape Town branch is helping to empower the youth of the Western Cape through its comprehensive training programmes.

And not just the youth! Those with experience in the welding industry are furthering their education through SAIW training courses and increasing their career opportunities.

Courses currently offered by SAIW Western Cape include:

Welding Inspector; Senior Welding Inspector; Appreciation of Welding for Engineers; AWS D1.1 Codes training; Competent Persons – Foundation Week; Competent Persons – Steam Generators; Competent Persons – Pressure Vessels; RT Interpreters; Appreciation of NDT for Engineers; ASME Codes of Construction for the Inspection of Pressure Vessels & Steam Generators

For further information contact:

Western Cape Representative: Liz Berry
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www.saiw.co.za



importance of this competition in terms of encouraging welding as an exciting and sustainable career for the youth."

The 2015 competition was sponsored by: Abicor Binzel, Afrox, AFSA, Air Products South Africa, ArcelorMittal, Columbus Stainless, ESAB, Hülamin, Laser Cut Varilos, Macsteel VRN, Sangari, Sassda, Thuthuka Welding Products and Welding Alloys

South Africa.

Meanwhile the SAIW branch in Cape Town is moving ahead strongly, offering a wide range of welding courses. These include: Welding Inspector, Senior Welding Inspector, Appreciation of Welding for Engineers, Foundation Week and Competent Persons – Steam Generators and Pressure Vessels, AWS D1.1 Codes Training and more.

Finding a solution that works

AIR Products South Africa, a leader in the Southern African bulk, cylinder and specialty gas supply markets, prides itself on its capacity to identify innovative solutions to meet its customers' needs. Central to the company's customer service ethos is the ability to provide long-term security of supply, reliability and flexibility that matches their customers'

changing requirements. Nowhere is this philosophy more evident than in Air Products' CryoEase mode of supply, an innovative and flexible solution that provides 'total gas management.'

Gary Lombard, CryoEase Business Manager at Air Products, explains, "When it comes to their industrial gas requirements, we ensure total peace of mind

for our customers. This means assuring them of the highest levels of long-term security of supply, in such a way that they do not ever need to worry about gas availability. This frees them up to concentrate on their own core business, thereby epitomising our company's commitment to 'service that delivers the difference.'

One of Air Products' long-term customers recently made the 'switch' from a cylinder-based mode of supply to CryoEase, and is reaping the multiple benefits thereof.

Budget Sheet Metal Engineering, a family-run business that specialises in the manufacture of sheet metal parts and finished products has used cylinder gas supply from Air Products for more than a decade. The nature of the business is such that demand is erratic, and based on 'ad hoc' jobs of varying sizes.

"Depending on the job, consumption of gas can be quite significant, and we found that the cylinder method was becoming increasingly challenging," says Claudio Ferrari, Managing Director of Budget Sheet Metal. "There are various difficulties inherent in managing cylinder turnover, such as doing cylinder stock reconciliations and dealing with product loss."

When Budget Sheet Metal up-scaled its operational footprint from two smaller premises to one large, 2,600m² space

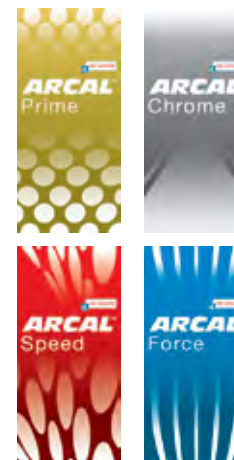
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Continued on P30

Polymeric coating solutions for local foundry industry



New Diamant polymeric metal product solutions from Thermaspray restore original function of castings.

THERMAL spray and plasma coating specialist, Thermaspray, together with German partner, Diamant Metallplastic, proudly introduces a new range of coatings and treatments specifically developed for the foundry industry.

Scrap can be the most expensive part of a production process and is caused by numerous factors including porosity, blow holes, surface defects, metal fatigue, erosion and corrosion. The new Diamant polymeric metal product solutions available from Thermaspray restore the original function of castings which significantly reduces scrap and leads to substantial cost savings.

Thermaspray's strategic partnership with specialist polymeric metal systems supplier, Diamant Metallplastic GmbH, was forged in June 2014. "Thermaspray is a specialist in the supply and application of a range of high technology coatings and the Diamant range fits in very well with our current offerings," comments Dr. Jan Lourens, Managing Director of Thermaspray.

The outstanding properties of the Diamant polymeric coating products meet the extreme conditions in the foundry environment head on with solutions that range from the sealing of porosity and the repair of blow holes to the aesthetic correction of surface defects. "Our Diamant product range also includes coatings for protection against thermal, abrasive and chemical wear, which are leading causes of corrosion and metal fatigue," adds Lourens.

Porosity in castings is one of the major causes of parts having to be scrapped. Dichtol is a proven capillary-active impregnation pol-

ymers from Diamant that has been specially formulated to address the needs of the foundry industry.

Dichtol's excellent capillary action ensures that the polymer immediately impregnates thermal spray coatings, penetrating deeply (up to 20mm) into the casting, reliably sealing micro-pores and cracks and protecting the metallic surfaces of even the most complex structures against corrosion. The capillary sealer is able to impregnate form-locking and restore pressure tightness of castings.

The capability of Dichtol to enhance the surface and varnish properties of castings with a perfect, transparent and invisible finish makes the application of this Diamant coating ideal for the repair of blowholes (contraction cavities) and surface defects. Furthermore, Dichtol is gentle to castings and presents a proven alternative to complex restricted welding.

The highly flexible Diamant coating systems are extremely resistant to abrasive wear, chemical wear (oils fuels, acids, etc.) as well as thermal degradation and wear (up to 1600°C). Lourens adds that the polymer can permanently resist temperatures of up to 500°C and is heat resistant to 250°C after approximately only one hour after application.

The versatile, ready-for-use Diamant polymeric protective and repair coatings from Thermaspray offer numerous cost and time saving benefits to the production process. The easy application of the products onto a porous surface through dipping, brushing, injecting or spraying makes them ideal for on-the-spot repairs and eliminates the need for high investment costs

such as an in-house vacuum impregnating line.

Convenient in-house application also means short lead times, low maintenance and reduced downtime. "In short, the application of Dichtol will minimise costs and increase production profitability by extending the life and machinability of thermal coatings resulting in a significant increase in the lifetime of equipment and plants," concludes Lourens.

In addition to the foundry industry, other markets that will benefit from the cost saving advantages offered by Dichtol capillary sealer include the pulp & paper, printing & packaging, power generation as well as the pump and automotive industries.

Thermaspray was established in 1998 following the commercialisation of the Council for Scientific and Industrial Research's (CSIR's) Thermaspray and Repair Group. From its Olifantsfontein, Johannesburg headquarters, the company offers a full range of wear- and corrosion-resistant thermal spray coatings, plasma coatings, Plasma Transferred Arc (PTA) cladding and a host of specialised allied services to OEM customers and end-users throughout South Africa. In addition to providing a comprehensive range of support coating finishing technologies including machining, grinding and burnishing, the company also refurbishes industrial components damaged by friction, erosion, corrosion or cavitation.

Thermaspray works closely with customers to identify problems and recommend the best product solutions which can be implemented at Thermaspray or onsite at customers' premises.

Advanced ESAB technologies for new wind tower plant

ESAB Africa Welding and Cutting has won the DCD Wind Towers contract to supply a turnkey welding and cutting system for South Africa's first wind tower plant, at Coega in the Eastern Cape.

The supply contract, comprising a turnkey welding and cutting solution, including a growing line capable of producing towers 120m long, will be completed through ESAB's BBBEE channel partner, Xeon Gas and Welding.

ESAB Africa marketing director, Kim Brightwell, says the company is one of the only original equipment manufacturer capable of supplying the total solution to fabricate wind towers.

"Wind tower fabrication is a technology in which ESAB has specialised internationally, and we have success stories all over the world. The Coega plant is backed by all this knowledge and experience in a

state-of-the-art total solution," he says.

The system will enable the new R300m operation to cut plate, roll it into "cans" and then weld the cans until the required section length is achieved.

"ESAB-design roll beds with built-in manipulators are used to 'grow' the line."

"A set of hydraulically-driven transfer rollers lift the 'can' clear of the rotating rollers and shuffle it along and onto a roller bed further down the line," Mr Brightwell says.

A new can is loaded and welded, before the whole weldment is shuffled up another 3m. In the end the line produces a complete tower section of up to 38m in length on a single growing line - DCD Wind Towers will have four of these lines.

"This new ESAB method has completely replaced the outdated approach to making wind towers using cranes. No cranes are used in the



ESAB process."

ESAB and XEON Gas and Welding have developed process handling solutions from the moment steel plate arrives at the factory, until the final shot blasting and painting of the completed tower.

The plate is cut using two ESAB SUPRAREX HD 6000 CNC-controlled flame cutting machines. Once profiled, the plate is rolled to form the 'can', and the longitudinal seam is closed at the first welding station.

"The root runs are completed from the in-

side at ground level, and the 'can' is the rotated through 180°, with the root weld completed with no back gouging.

"ESAB Aristo 1000 AC/DC submerged arc power sources are used for the welding operation, for more welding per kilowatt hour," Mr Brightwell says.

The ESAB PEK controller, capable of storing up to 255 pre-programmed procedures, is used to manage the different welding procedures and parameters for each welding seam.

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Strip curtains increase energy efficiency

See The Light Green Materials For Green Energy



WITH a dwindling supply of natural resources, it is incumbent upon all businesses to adopt more energy efficient ways of operating. Decreasing reliance on air conditioning and other energy-hungry forms of controlling temperature is a good starting point.

Wim Dessing, Managing Director of Apex Strip Curtains and Doors, points out that the use of general purpose strip curtains provides a cost effective alternative to traditional environmental control methods.

“Not only does the installation of Apex General Purpose Strip Curtains result in a decreased energy demand, but they also contribute to a cleaner working environment, with a reduced quantity of dust, insects and other airborne contaminants. In addition to being quick and easy to install, the strip curtains are also easy to clean and allow unim-



The use of general purpose strip curtains provides a cost effective alternative to traditional environmental control methods.

ped access by both people and vehicles,” says Dessing.

Customisation of the Apex General Purpose Strip Curtains results in a perfect fit no matter what size the opening is. This made to purpose fea-

ture means that there are no gaps between

superior seal.

Apex Strip Curtains

It is incumbent upon all businesses to adopt more energy efficient ways of operating.

the strips and the and Doors has devised frame, resulting in a a specially formulated

PVC material for its strip curtains that retains its flexibility even after years of use. This adds further integrity to the ability of the strip curtains to decrease the possibility of airborne material ingress or the influx of warm or cold air from another area.

PVC is rustproof, durable, heat resistant and chemical resistant. It also provides a powerful sound barrier, blocking the diffusion of noise from one place to the other. The very low thermal conductivity of PVC strips makes them a key component in locking cold or warm air in a room, compartment, or enclosed area.

Dessing points out a special feature of the Apex General Purpose Strip Curtains that pro-

vides even further credence to the company’s claims to controlling internal environments. “The patented Balledge design provides an effective thermal seal that parts easily under pressure, to allow people and goods to move through unhindered. The Balledge design is a reinforced edge on the border of each strip that not only prevents snagging or scratching of goods or people, but also provides extended strip life irrespective of the application.

“Apex General Purpose Strip Curtains are the first choice for a number of reasons. Sensitive areas such as food preparation are governed by the Hazard Analysis and Critical Control Point (HACCP), an internationally recognised food safety system that assists with the manufacture of safe food products,” says Dessing.

“They can also be used to ensure that the ambient temperature around heat-sensitive machinery is finitely controlled, for more efficient processes and increased equipment longevity. Being able to control the environmental conditions in terms of heat and humidity additionally plays a large role in ensuring that employees are comfortable and thus more productive. All these benefits will add substantially to the bottom line of businesses,” he concludes.



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Bashneft and Yokogawa sign partnership

RECENTLY, JSOC Bashneft and Yokogawa Electric Corporation signed a long-term partnership agreement in the area of support of Ufa Refining Complex production facilities with Automatic Process Control Systems (APCS) and Field In-

strumentation/Process Control Instruments (FI/PCI.) Alexander Korsik, President, JSOC Bashneft and Shuzo Kaihori, Chairman and Chief Executive Officer, Yokogawa Electric Corporation signed the document.

The companies

agreed to broaden cooperation in development and supply of APCS systems and FI/PCI equipment; the design, start-up commissioning, and provision of technical support for Yokogawa equipment; and the provision of consulting to

Bashneft specialists. "Bashneft is consistent in its policy for implementation of innovative technologies and support of production facilities with modern automatic process control systems," noted Alexander Korsik, President of Bashneft. "This agreement is a

result of many years of successful cooperation between Ufa refineries and Yokogawa, the company that has significantly contributed to improvement of production efficiency and safety."

"We appreciate our long-term, successful partnership

with Bashneft and would like to emphasize that Yokogawa will fully support Bashneft's sustainable development," noted Shuzo Kaihori, Chairman and Chief Executive Officer of Yokogawa Electric Corporation. He stated that Yokogawa

wishes to jointly address all problems and challenges with Bashneft, and will contribute by providing services and solutions that strengthen safety management, increase availability and improve efficiency at Bashneft's plants.

Saldanha Bay oil and gas facilities to be built by 2018

TRANSNET National Ports Authority (TNPA) will develop an oil and gas service facility at the Saldanha Bay port (the deepest natural port in the southern hemisphere.)

This is the first time the TNPA is inviting private-sector participation in the project, and Requests for Proposals (RFPs) will be issued for a 380m-long, 21m-deep rig-repair berth (called Berth 205) to service deep-water rigs, and a 500m jetty and repair facility to service support vessels.

Berth 205 will be able to serve modern rigs, which require the extra depth and be able to serve two rigs simultaneously.

In addition, TNPA will be moving ahead with work on an offshore supply base in the coming months, to supply rigs with food, materials and waste-collection services.

Timeline

Port manager Willem Roux says even though the RFPs have yet to be issued, the plan is to identify preferred bidders by September this year, giving sufficient construction time to meet the 2018 project deadline.

Operation Phakisa

President Jacob Zuma launched Operation Phakisa (or Operation Hurry Up) last year, aiming to clear bottle-necks and grease the wheels of the "blue economy." As a part of this plan, Saldanha Bay will become a "one-stop" rig repair and oil services hub.

Investment

The marine infrastructure associated with Berth 205 and the jetty is currently expected to cost around R6.5bn while the landslide infrastructure (including cranes, workshops and warehouses) could cost a further R3bn.

Continued on P32

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Finding a solution that works

Continued from P26

in Randburg, the company decided to review its gas supply contract with Air Products, and looked at various options.

"We did our industry research, and this exercise confirmed for us that Air Products has similar organisational values and ethics; as well as an equally high regard for customer service excellence. In addition, they provided us with a practical solution to our supply needs. Thanks to their recommendation regarding CryoEase, we have not looked back," Ferrari says.

Air Products, in turn, aims to build strong, long-term relationships with customers built on open communication and trust. "We were there when Budget Sheet Metal needed us and, armed with the correct and relevant information, we were

able to work together to find a suitable solution," says Lombard.

CryoEase is a method of liquid gas delivery that suits a manufacturing or fabrication facility where gas requirements have outstripped cylinder volume capability, and where the premises are large enough to house a large storage tank. These criteria were all perfectly aligned to Budget Sheet Metal's requirements.

"The beauty of CryoEase is that we can manage supply on a long-term basis without our customer needing to be involved in the ordering process," says Lombard. "Our telemetry system alerts us well before levels run critically low – thereby eliminating the risk of an unplanned downtime due to an interruption in supply - which can potentially be disastrous for any manu-



Air Products aims to build strong, long-term relationships with customers built on open communication and trust.
L-R: Gary Lombard (CryoEase Business Manager at Air Products) and Claudio Ferrari (Managing Director of Budget Sheet Metal.)

facturing operation."

Air Products supplies Budget Sheet Metal with high purity (HP)

specialty gas mixtures for various fabrication applications, notably as a coolant for use on its

laser machinery. The company, specialising in stainless steel, mild steel and aluminium,

offers CNC punching, laser profiling, bending, jigging, Quality Assurance (QA), welding (including robotic welding), grinding, de-burring and finishing. Its diverse product and service offering is bolstered by its use of a 3D computer-aided draughting (CAD) system, which gives enhanced accuracy and efficiency to the prototype design process.

For Budget Sheet Metal, which has enjoyed steady growth in recent years, it was critical to find an industrial gas supplier that could efficiently match its increased volume requirements.

"With Air Products' CryoEase system, we can meet high demand without interruptions in production. This is thanks to the size of the tank, which is based permanently at our premises, and to the

fact that Air Products is consistently monitoring volume levels. We are furthermore impressed with the quality of the gas itself, and the mode of supply and delivery is a practical and effective solution which really suits our needs," Ferrari comments.

"With CryoEase, Budget Sheet Metal can focus on its operations without worrying about managing their gas, and without the fear of down-time or damage to materials in the event of an interruption in supply. Continuous flow means enhanced productivity, and enables the company to focus on growing the business. And as the business grows, Air Products will be there, managing our customer's supply and demand proactively, every step of the way," Lombard concludes.

Smit Amandla Marine celebrates a decade of growth

2015 marks ten years since black empowered marine solutions provider SMIT Amandla Marine was established in South Africa. Today, the company partners with clients that include De Beers Marine, SAPREF, PetroSA, South African Maritime Safety Authority, Department of Transport, Department of Environmental Affairs,

FT Marine, BP, Engen and Shell to remain a key, local employer of South African seafarers and a market leader in the field.

Whilst the competitive landscape has changed considerably over the years, it is the employees of SMIT Amandla Marine, who own 12% of the company, who are driving consistent growth, a

progressive safety culture and peak productivity across the board.

Successfully charting a course for the future is Managing Director, Paul Maclons, who took up this role in 2005, and together with the Board of Directors, has ensured that the organisation remains focused on effective service delivery, shareholder returns and

stakeholder partnering.

"Looking back over the past decade, there have been many highlights for SMIT Amandla Marine. These have included several new-build projects in South Africa, supporting the local ship building industry, as well as recognition for the company's investment in people through numerous awards. The intro-

duction of new tonnage over the years as part of our fleet renewal strategy has also been particularly rewarding," says Maclons.

Remaining relevant in its chosen markets is a priority as the company strives to offer a safe, risk managed and cost effective service to its clients, whilst in compliance with all regulatory require-

ments. With a fleet of 19 vessels operating across six locations in Southern Africa, effective fleet management ensures continuity of service to clients in the energy, ports and ship owner segments.

In recent years, it is the company's expansion into Mozambique and the establishment of a local operating entity in this new market

that remains a key driver of its growth strategy.

"In 2013 we established SMIT Services Maritimos de Moçambique and are focused on expanding our footprint in the region," notes Maclons, citing the company's provision of a tailored, offshore solution for mining company Vale out of Beira as unique in the region.

In this niche, specialised industry, the experience and competence of the professionals the company employs at sea and ashore underpins its success. The transformation of the company's workforce has been a key driver of training and development efforts and whilst retention of skills remains a challenge in the competitive maritime industry, SMIT Amandla Marine's reputation rests on the skill and track record of its workforce.

The 10 year milestone is a good reason to celebrate achievements of the past, but for the team at SMIT Amandla Marine it is the opportunities of the next decade that are driving their continued focus on service excellence and safe operations.

Paul Maclons concludes, "We remain challenged as always to position ourselves as a trusted partner to our clients, suppliers and service providers, offer rewarding work to our employees and continue to achieve good returns for our shareholders."



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No more fugitive valve emissions

VALVE live-loading systems are complicated. Most require the use of torque-measuring tools and incorporate a disc spring stack that is often too long for the available bolt length. As a result, valve bolts usually need replacing.

Now, British multinational AESSEAL has launched LiveStar, a new-generation live loading system designed to be compact without requiring extra bolt length to accommodate the uncompressed disc spring stack.

LiveStar has been designed as an encapsulated disc spring configuration with defined compression length to automatically adjust the gland and maintain constant pressure on the valve packing set.

It is likely to find a major market in control valves installed in environmentally sensitive applications such as those found in petrochemical refineries.

The system fits on existing gland bolts and is tightened on installation until the visible assembly gap closes. During operation, this closed gap serves as an indicator of valve packing wear or consolidation, either or which will cause the gap to reappear, whereupon the assembly is simply retightened to its optimal set point. No torque wrench is required.

A major advantage of the AESSEAL design over other live-loading systems is that the disc spring, which is encapsulated against environmental impact by an outer cylinder, slides on an even, machined surface rather than on a bolt thread. The disc spring can therefore never become over-compressed, hang up on threads or shift asymmetrically on the bolt.

Further, LiveStar needs no new bolts fitted to the valve to accommodate the system. The extended nut is screwed onto the existing valve bolt.

Other features include compensation for thermal expansion of the valve and flange parts, optimum and pre-determined compression set by the dimension of the spring

housing, protection of the spring set from dirt and outside contaminants, and sustained maintenance of a constant gland load and

sealing force.

Available for all standard metric bolt diameters from 8mm to 27mm and Imperial UNC from 5/16"

to 1", the complete LiveStar range can be sourced from AESSEAL branches and distributors throughout Africa.

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Saldanha Bay oil and gas facilities to be built by 2018

Continued from P29

Saldanha Bay IDZ

The port
Largest & deepest natural port in the southern hemisphere

- 60 nautical miles NW of Cape Town
- 18,300 hectares
- Larger than: Durban, Cape Town, Richards Bay & PE ports combined
- Open 24hrs a day
- Entrance is 23m deep
- Can handle vessels up to 20.5m draught
- Protected by 3.1km breakwater

The IDZ

- Built around oil & gas sectors
- 126 1st-phase is 126 hectares industrial land
- Located in back-of-port area
- Land is already zoned & serviced for tenants
- 18 companies have signed MOUs to invest in SBIDZ
- 15 15% flat company tax rate

Opportunities
Supply chain for national & global companies in the IDZ:

- Maritime
- Oil & gas
- Fabrication
- IT & communications
- Engineering
- Skills development
- Hospitality

Infrastructure to unlock the zone:

- Bulk electricity supply (overhead powerlines & substation)
- Construction of link road & bridge to port
- Construction of access roads
- Upgrading waste water treatment works
- Install security systems & fencing
- Install ICT cabling & infrastructure
- Construct top structures & commercial buildings
- Construct solid waste transfer station

Free-port

- Free movement of goods into & out of the free-port area
- No time restrictions on the stored goods
- No customs administration
- No bonded warehousing
- No VAT
- Duty-free

Port-linked industrial cluster

- Repairs & maintenance
- Exploration & production
- Marine/subsea engineering & fabrication
- Logistics
- Ancillary Services

"The IDZ provides the Cape community with an enormous opportunity to get involved. That will enable a number of new businesses to spawn."
Solly Fourie, Head of Department of Economic Development & Tourism in the Western Cape

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An artist's impression of the proposed Berth 205.

The SBIDZ is preparing to ease the way for investors, including through establishing the zone as a 'free port' - a customs control area that offers duty-free, value-added-tax-free conditions for operators.

TNPA's role

The TNPA itself plans to invest around R3.9bn across the South African port system in 2015/2016, but has not set aside any specific budget allocations for the infrastructure being put out to tender. It does plan to be involved in the design of the project and says it will help facilitate environmental approvals.

Roux says it will insist that the facilities are operated on an 'open access' basis and that there is both black-economic empowerment and local community involvement.

Saldanha Bay

Situated along the west coast, about 120 km (72 miles) from Cape Town, Saldanha is a natural, deep water port and is able to accommodate vessels with a draft of up to 21.5m. The port covers

a land and sea surface of just over 19,300ha within a circumference of 91km with maximum water depths of 23.7m.

Its geographical proximity to a slew of new oil and gas finds on either side of the continent is seen giving it an edge over other repair hubs in Europe, Singapore and Dubai.

"Currently, 80 to 100 oil rigs are operating off the west coast of Africa, creating a sizeable captive market for Saldanha," Transnet said. "A further 120 oil rigs pass the southern tip of South Africa," making this a potential market.

Saldanha has a purpose-built rail link directly connected to a jetty bulk-loading facility for the shipment of iron ore. Currently the port facilitates the export of iron-ore mined in South Africa's Northern Cape province, and there are parallel plans to increase the export of iron-ore from around 57-million tons to over 70-million tons a year.

South Africa imports its crude oil through the Saldanha port.

Oil price concerns

SBIDZ business development executive Laura Peinke believes the projects are seen as long-term and unlikely to be affected by the tapering-off in new oil exploration brought about by the recent dramatic drop in the oil price, which has put a question mark over some oil and gas projects.

Pienke went on to say companies such as Kepple and Sembcorp Marine had placed their bids for the construction of the oil and gas development facilities.

However, TNPA CEO Tau Morwe is more circumspect, indicating that the fall in the oil price may dampen the appetite of investors and could, thus, have an impact on the timing of the projects.

South African Oil and Gas Alliance executive director Ebrahim Takolia argues that a number of international service providers are likely to be attracted by the long-term economic rationale of locating a hub in close proximity to the expanding African market.

The business case

Oil exploration firms could make significant savings by having their rigs repaired in South Africa, rather than towing them to Singapore, which could take up to 100 days for a rig that rents out for around US\$500,000 a day, Peinke said.

Roux says the intention is to transform Saldanha Bay from being a "port of last resort" for rig repair to a "port of first choice." He also stressed the importance of the TNPA seizing the opportunity to serve the oil rigs operating on the west and east coasts of Africa.

He said about 120 oil rigs passed SA's coastline annually. Most were unable to obtain services in Saldanha as the port was not equipped to meet the demands from the sector. "We know if we do not use this opportunity now to capture this market, other ports in the southern hemisphere will gear themselves to capture it."

Entering the offshore oil and gas industry may create 6,300 direct new jobs and a further 25,200 indirect employment opportunities, Transnet said.

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Insurance in the fishing industry

– the argument for a professional broker and risk advisor

THE fishing industry represents a dangerous environment – both from a physical peril point of view as well as a commercial operation point of view. Life out at sea carries with it inherent risks – it's no wonder therefore that commercial fishing is regarded as one of the most dangerous industries in which to work.

Commercial fishing is also a volatile business with profit margins often at the mercy of a sometimes very unpredictable resource (namely the fish itself.) Despite significant advances in fishing technology, Marsh Africa still often encounters personalities who have been involved in the industry for decades who can't explain why the resource is 'acting' in the way it is between one year and the next. To that degree fishing remains to a large degree a dynamic unpredictable industry – and that's just the

"procurement side of the business." On the sales side there are local and international factors to consider – a change in the rate of exchange could turn a poor season into a good one (despite the fact that the product base hasn't altered.) Supply and demand can often dictate success or failure.

Of the risks touched on above, some are insurable whilst others – generally speaking – are not. The risks that you will generally not be able to insure against would be rate of exchange fluctuations, loss of fishing time, poor catch rates – leading to other consequential losses.

On the insurable side, a typical fishing company will possess assets that require insurance – vessels, a factory, a workshop possibly, a cold store, motor vehicles, machinery, product, loss of profits / business interruption following a loss, etc. They will also

have employees that they would need to consider cover for (besides COID) – group personal accident, employee benefits, etc. The company will be exposed to potential liabilities that they should insure against – for the vessels (P&I,) for motor, for general liabilities at their premises, for product sold and distributed internationally, etc. On the sales side – trade credit insurance may be a requirement (both domestically and internationally.)

Then there would be certain more 'exotic' risks to consider from an insurance perspective – product recall, brand protection, fidelity guarantee (i.e. insuring against the infidelity of your own staff,) kidnap and ransom (if you have employees travelling to high risk parts of the world on company business,) environmental risks, mergers and acquisitions, etc.

The basic cover re-

quired and the need to consider some of the more 'exotic' Insurance products will very much depend on the size and complexity of the company – as well as their exposure to risk and how they go about eliminating or restricting it. How strong are their internal risk management processes and procedures? Is risk management an ingrained function of the company or is it more of a catch-phrase with little real substance?

All of the above highlights the need for the fishing company outlined above to consult with a professional insurance broker and risk advisor in order to review (in conjunction with senior managers within the fishing company) the fishing company's risk exposures and how best these can be addressed. In order to derive the best benefit from your broking house your broker needs to fully understand your business,

they need to know what your needs are and they then need to bring the full weight of their in-depth knowledge of Insurance to bear on your business.

There may well be a number of insurance products that you don't feel you need – and you may be quite correct in this assessment. The important thing is to identify whether there is a risk in the first place (no matter how small it is) and to then decide how to deal with it. If there's an opportunity available whereby the risk could be transferred to an insurer then that should be one of the options considered. If such an option exists and it is then decided not to take up the insurance option for whatever reason (e.g. price, not enough value for money, not wide enough cover, etc.) then at least the risk has been considered and an informed decision made not to insure it. A

professional insurance broker and risk advisor can provide you with valuable assistance in working through this process.

More and more (certainly at a corporate level) company boards of directors are obliged to have risk committees in place to identify and evaluate the potential risks faced by the business (and not necessarily just insurable risks, but all risks) and to mitigate these to the best of their ability. This talks to the establishment of risk management programmes coupled with risk transfer (insurance.) Once again, a professional insurance broker and risk advisor can assist you with this process and should be able to add value.

The above mentions a corporate environment – but even the smaller SMME operators – require professional advice in relation to insurance and risk management.

Many of the fundamental risks faced by the smaller operator are the same or at the very least similar to those faced by the corporates. There are still vessels that need to be insured and liability exposures that require cover. Product still needs to be insured (possibly even as early as the "catch" stage just after it's taken on board.) Fishermen are still subject to danger and the peril of being injured on board or lost overboard – their dependents will (in all likelihood) seek some form of compensation for the vessel owners.

Probably the most important aspect of any insurance you purchase is that it responds (the way you expect) when you suffer a loss. There should be no surprises in relation to your insurance coverage when a loss occurs. To ensure that this is the case it is vital that your

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Partnership takes portion cutting to the next level

BY working closely with Marine Harvest on the I-Cut 130 PortionCutter, Marel has developed a machine boasting accuracy levels that the company claims has become the industry benchmark.

Marine Harvest ASA is one of the largest seafood companies in the world and the one of the world's largest producers of Atlantic salmon. The company employs more than 10,000 people and is represented in 22

countries. It supplies sustainably farmed salmon and processed seafood to more than 50 markets worldwide. The company recently updated its portfolio of portion cutters by purchasing five new Marel I-Cut 130 portion cutters for processing facilities in France, Belgium and Poland.

Guy Vandenbroucke, senior Project Manager in Europe at Marine Harvest, saw a demonstration of the I-Cut 130 at the

Seafood Expo in Bruxelles in 2013. He was impressed by the innovative features and shortly after Marine Harvest decided to buy five machines.

"The I-Cut 130 is the only portion cutter that can meet all our requirements and enable us to deliver the new products our customers are asking for," he says.

Marel enjoys a long-standing partnership with Marine Harvest, and during the months

that followed, the team worked closely with them to further develop the I-Cut 130's innovative features. The partnership has resulted in a market-leading portion cutter that goes beyond expectation and takes portioning to the next level, according to Marel.

"By listening to our customers and responding to their feedback we aim to continuously extend the boundaries of food processing performance. Our goal is to provide customers with solutions that give them an edge over their competitors."

In many countries, retailers and food service companies are moving away from selling products of variable weight. The demand for products of consistent weight and dimensions is increasing. To respond to this growing trend, Marine Harvest decided to invest in this new, advanced equipment. "Accuracy is key to meeting our customers' needs for products of consistent weight and dimensions, and we found

that the I-Cut 130 provides the best technology to do this. The portion cutter is more accurate than anything Marine Harvest has seen before. So investing in this has opened doors to producing fixed-weight products, where accuracy is the key selling point," Guy Vandenbroucke says.

The new 200Hz camera technology on the I-Cut 130 has given impressively accurate results for Marine Harvest.

Vandenbroucke explains, "We have experienced a much lower standard deviation between portions. It's as accurate as it can get now. Any deviation detected seems to be related more to imperfections in the texture or density of the raw material rather than the portion cutter. And not only is it accurate, it is also very reliable."

Marine Harvest considered many factors to ensure optimal performance of their equipment and premium quality of the products produced. One of the most important

areas for them, as for all processing companies, is to constantly optimize the use of raw materials to increase yields and minimize waste.

"It's about making the right cut and using the optimal portion of the raw material in the most valuable pack. The innovative cutting patterns of the I-Cut 130 mean that we are very close to the theoretical optimal product utilization," Vandenbroucke says.

The built-in TrimSort on the I-Cut 130 helps improve processing efficiency. He continues to explain, "This is truly innovative. The TrimSort effectively separates the tiniest pieces of trim from the product. Trim portions are normally difficult to separate with a classical air-reject system or a grader, but are now easily removed from the ready-to pack products via a separate conveyor. We run high volumes, so this type of processing improvement is very valuable to us."

The intuitive software

and user-friendly touch-screen makes daily operation easier than ever before, and there is no need to have a super-user for day-to-day operation.

Another huge advantage for a multinational company such as Marine Harvest is that the software is available in 18 languages.

Marine Harvest is aiming to become a global leader in sustainable seafood production. They have therefore benefited greatly from a water-reducing feature on the I-Cut 130.

"We are using 50% less water during operation of the machine. It adds up to huge savings for our large production facilities and has obvious benefits for the environment,"

Marel is committed to providing sustainable value for customers by reducing waste by-products and increasing processing efficiency. The innovative software with new cutting patterns allows for almost 100% utilization of raw material, thus reducing waste.

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Insurance in the fishing industry

– the argument for a professional broker and risk advisor

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broker has explained the full scope of cover to you (including policy extensions and exclusions; excesses and conditions.)

So whether you're a big corporate fishing company or a small one-vessel operator there is a need to seek sound advice from a reputable and well-established professional insurance broker and risk advisor.

Marsh Africa (following the acquisition in 2012 of the Alexander Forbes – Short-term Insurance Broking business) is a pre-eminent, African insurance broker and risk advisor. Marsh is proud to be intimately

involved in the South African and Namibian fishing industries, servicing numerous clients from major corporates through to SMME operations and singleton owners. In addition Marsh prides itself on having a dedicated marine team in Cape Town that has significant experience in arranging insurance placements for hull, Protection & Indemnity (P&I), cargo (incl. catch,) inland transit, ship repairers liability and other classes of marine insurance. Complimenting the marine team are non-marine colleagues handling the assets, liability, motor, product

recall and other risks requiring cover.

Besides its African footprint, Marsh (part of the Marsh & McLennan Group of Companies) is a truly global company with operations based in 130 countries around the world. This gives it access to an extensive range of expertise within just about any industry sector – fishing being one of them. The company leverages these connections to ensure that it remains in touch with developments taking place internationally that may have an impact on its local client base – or these clients' global operations. It also helps Marsh keep

up to date with trends within the insurance market globally.

In addition to conventional insurance broking expertise, Marsh also has a dedicated division focused solely on risk management – Marsh Risk Consulting (MRC.) MRC's role is to provide clients in all industries with strategic advice and innovative solutions across a comprehensive range of insurable and non-insurable risks.

The Marsh team puts client's needs first and prides itself on the long-standing relationships it has established with its clients in the fishing industry.

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OPINION

the scalpel was seen as a medical magic wand – and the more emphatically the wand was waved, the better the result. Key-hole surgery and fussing over details such as excessive bleeding was seen as the mark of the inexperienced. Once the bone was set or the guilty tumour boldly excised, the great men stood back to enjoy the looks of admiration from scrub nurses and junior doctors, leaving the assistant to see to the mundane tasks of staunching the blood flow and closing up of the patient.

I can still remember how, in my student days at Groote Schuur Hospital, the Chief of Surgery was met in the car park every morning by the head matron and a senior registrar before being escorted to the wards, where patients and students waited nervously. He was the boss, and we all knew it very well.

Those, too, were the days of Prof. Chris Barnard – and who could ask for a more colourful, charismatic character! He brought some much needed glamour and movie star zest to the South African medical world. As medical students we bathed in this shared glow, and we made certain that our newly purchased stethoscopes were highly visible, often casually laid out on the front seat of our Beetles or Mini Minors. Remember how often famous surgeons appeared on talk shows or at celebrity events, and when their names were often romantically linked with Hollywood stars?

Even our lecturers were characters. I recall our Psychiatry tutor (who started my life long affair with red wine) who, for reasons best known to himself, chose always to wear two wristwatches! And none of us ever dared asking him if there was

a reason behind this sartorial oddity.

And the professor of pathology who had won world fame for his pioneering work on that dreaded form of lung cancer caused by asbestos fibres. The condition is known as mesothelioma, and his claim to fame – at our level – was that he would, somehow, bring up the subject of mesothelioma at every lecture – no matter what the topic. Looking back now, I can see it was a successful ploy to get us to attend his lectures and to pay attention. We always hoped to catch him out, but never did. Whenever the word ‘mesothelioma’ popped up – sometimes totally out of context – the class would applaud loudly; applause which he acknowledged with a rise of his astonishingly thick and unkempt eyebrows and just a hint of a bow.

Somehow I suspect these were men who would have applauded

the flamboyant gesture of signing a transplanted liver. Oh, I'm sure they would have known that it was not, strictly speaking, the right thing to do, but they would have quietly approved.

Today the world of medicine is a place of startling new developments and progress, advances in diagnostics and treatments appearing with such rapidity that it is becoming increasingly difficult to keep pace. But like a Boeing pilot who misses the days of ‘flying by the seat of your pants’ in a Gypsy Moth or Harvard, I just cannot help missing those days when medicine seemed that little more human and colourful.

Possibly it's just the politically correct era we live in, perhaps doctors find safety from litigation in grey anonymity – who knows. Perhaps advancing age and the bifocals of nostalgia are distorting my views.

And now, it seems, pa-

tients are not only dealing with a grey, sterile medical world, but also with faceless doctors! Apps such as Doctor on Demand, HeathTap and AskMD makes it possible to get medical advice by sending text-based questions to medical panels – well, in the USA anyway. Some of these on-line consultations are free, while some cost up to \$40 a consultation. Mind you, with the average Doctor on Demand consultation lasting just eight minutes, it would appear that on-line doctors are just as much in a hurry as real time modern doctors. No time for on-line chit chat.

No, blame it on doddering old nostalgia or whatever, but I would rather have a monogrammed liver than face the faceless new world of medicine. A little bit of style goes a long way – and we could do with some more!

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preinder@mweb.co.za

Colourful quacks

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Oceana beats the competition



A FEW old salts on the Cape Town docks were knocked of their bollocks when fishing conglomerate successfully appealed a judgement by the competition authorities that imposed unworkable (and unviable) conditions on the proposed acquisition of Foodcorp's fishing assets. On December 19 Oceana confirmed a decision by the Competition Appeal Court to uphold the company's appeal. This effectively confirmed Oceana's entitlement to include the pelagic fishing rights in its proposed acquisition of Foodcorp's fishing assets.

The development was most surprising. Between July and late November most fishing industry pundits would have bet confidently that Oceana would not win the right to snag the valuable pelagic rights, and many were already speculating

who the 'replacement' buyer for these assets might be.

Oceana acquiring Foodcorp's fishing business – most notably the business of catching, processing and selling deep-sea trawl hake, south coast lobster and pelagic fish. The only portion excluded from the acquisition is Foodcorp's west coast lobster and hake long-line fishing rights. Foodcorp's Glenryck canned pilchards brand was sold to industrial conglomerate Bidvest, which holds a variety of fishing operations in Namibia.

Oceana CEO Francois Kuttel said that in the absence of securing the pelagic fishing rights, the company could have not gone ahead with the deal. He explained that the pelagic fishing rights were a commercial imperative for the acquisition to proceed.

Oceana owns the

bestselling Lucky Star canned pilchard brand, and has in recent years

resorted to importing a substantial portion of pilchard stocks to fulfil canning capacity. Essentially the R400m deal involves Kuttel said over half of Oceana's canned pilchards were currently imported from 12 canneries that the company had established internationally.

“We now want to look at replacing some of these imports by using Foodcorp's pelagic fishing rights.”

He stressed that Oceana had argued from the start that it was best placed to secure Foodcorp's long-term future.

“This has been a very long and arduous process. What is critical is the sense of security and certainty this now brings to the approximately 1,000 employees of Foodcorp. They have been in a state of limbo since the process first started, which must have been very unsettling for them.”

The importance of the Foodcorp deal is underlined by recent strong moves in Oceana's share price on the JSE. In mid-October Oceana held a market value of R7,8bn, but at the time of writing this had grown to over R13bn.

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OPINION

Blame it on Jan Van Riebeeck

YOU know, it's not easy being a South African columnist these days, now that the end is nigh and every intelligent South African agrees that President Zuma cannot run a spaza shop, never mind a country. And as for the ANC, even Supreme Commander Julius Malema agrees that they steal from the poor to give to themselves.

Way back when, when we still gave the ANC the benefit of the doubt, because we really had no other choice, we listened to them boast about how they would bring light to every dark look and heat to every cold heart in the country. Fact is, the Bad Guy Government who preceded them was already doing a passable job with that, except that they were somewhat hamstrung by the ANC's instructions (accompanied by threats of violence) that consumers were not to pay for the services they received.

And then, even while they were boasting about how they were going to spread electricity to every household, the ANC announced that they were closing down ("mothball" was the politically correct term they used) power stations. Those silly Nats were producing too much electricity. ANC cadres knew better. So they provided more electricity while producing less. That solved the problem.

It was easy to say 'on the contrary' to that. Only one step remained: replacing experienced corporate leaders and electrical engineers with well-placed ANC cadres who received higher salaries and unheard-of bonuses for their loyalty to the leader. So, Eskom was fixed forever and the ANC could move on to other institutions broken by apartheid and Jan van Riebeeck, such as education, the police, the armed forces ...

After a few years of such power-supply bliss, the ANC was rudely awoken from last night's Johnny Walker Black with noises of hey, we need to do some maintenance here. The treacherous apartheid regime left us machinery that needs to be serviced, repaired and replaced every now and again. So the ANC said, no problem, blamed it on apartheid and did nothing.

Even when they were warned that South Africa would run out of sufficient power by around 2007 or 2008, the ANC said, ah, someone else's problem by then, we'll blame it on apartheid and do nothing.

So in 2008 the lights started going out. What has the ANC done since then? It is now 2015. Have they done anything useful to fix the problem? On the contrary. Zuma still blames apartheid ("The energy problem is not our problem today. It is a problem of apartheid which we are resolving," he said at last month's ANC birthday bash) and ANC Secretary General Gwede Mantashe says it's a good thing, caused by all the growth and development in South Africa.

As for the new capacity they are building, the deadlines come and go. No new capacity. Instead, existing capacity is regularly compromised. And maintenance is an exercise in

damage control, one step ahead of disaster.

And disaster is what we are facing if load-shedding cannot keep up with our criminally neglected power grid, and the system shuts down completely.

This is not scare-mongering. Eskom has briefed Cabinet in December about the seriousness of the implications, City Press reports. When the US state of California had a total collapse in 2011, it took two weeks to restore power – in a first-world country. Two weeks without lights, hot water, cold water (depending on the pumps,) cooking, electrical security fences, alarm systems, petrol from electric pumps, you name it.

Many businesses have generators now, running on diesel. How much diesel are they going to store? And how will they pump more? There goes the cold beer at your local pub; you're in a disaster movie.

Should the same thing happen here, South Africa is likely to be in the dark longer than California. The problem is that you need enough power from outside to re-start the grid. Think of it as jump-starting your car, an official explained, where you need a good battery to assist the flat battery: "We don't want to go there, because all our neighbours are buying from us. No one in Africa has 42,000MW of power."

Reuters reported that Government was taking precautions. Pres. Zuma and the members of his Cabinet would be brought to a safe, guarded place and soldiers would be deployed to national key points such as the Reserve Bank buildings. The United States embassy has a contingency plan in place; other organisations and businesses are sure to do the same.

A company CEO was quoted as saying, "We certainly have had meetings on the issue and God help us all if it does happen, but we can't sit around doing nothing if the Eskom head himself has warned us."

In the event, Eskom had to convince government that load shedding was not negotiable. This became necessary because, as reported, an official said senior ANC and Government leaders were unhappy about the repeated blackouts.

Think about it. They are unhappy. Someone else is inconveniencing them. Stop this load-shedding nonsense. No responsibility taken or even noticed. And who do they think caused the problem and allowed it to ulcerate towards bursting point over the past 20 years? The oblivious, over-relaxed apparatchiks of the African National Congress?

On the contrary. Jan van Riebeeck did it. DA leader Helen Zille has dutifully put forward a few proposals to prevent catastrophe. Regrettably Mr Jacob Zuma, following the lead of his predecessor, Mr Thabo Mbeki, is not likely to lower himself to the level of accepting sound advice.

Nevertheless, if disaster is to be prevented, one should start somewhere. And, just so you know there are alternative solutions

to blaming apartheid, here are three of Zille's proposals:

- Terminate Eskom's monopoly and open up the grid to independent power producers.

There is no shortage of proposals from independent producers and these projects typically reach the production stage much quicker. Many can come online in 18 months to two years – as opposed to decades and hundreds of billions of rands for coal and nuclear.

- A huge mind shift towards renewable energy – solar and wind.

The program to procure private investment for renewable energy has produced 64 projects to date, totalling R120bn. Since 2011 the price of wind power has dropped by 42% and that of solar power by 68%. Bio-gas looks even more promising.

Energy from the first wind and solar projects is estimated to have saved diesel and coal to the value of R3.7bn so far.

- Dump the R1tn nuclear power deal.

It will take way too long to produce anything useful. Also, it is vastly expensive and in the end the user will have to pay. Further skyrocketing electricity prices for decades to come will finally choke the SA economy to death.

The deal also has every likelihood of transmogrifying into a second Arms Deal – bribery and corruption on a scale not indulged before.

ON THE CONTRARY



Pieter Schoombie

And here is a PS: To be fair to ousted president Mbeki, he did later admit that the ANC got it wrong and was quoted as saying: "When Eskom said to the government, 'We think we need to invest more in terms of electricity generation,' we said no, not now, later. We were wrong; Eskom was right. We were wrong."

As for Zuma, maybe you have seen the Peanuts cartoon of Charlie Brown talking to a black kid. Black kid says, "I like being black." Charlie replies, "That's nice." In the second panel Charlie says, "I like being white." In the last panel the black kid replies, "Racist." Blame it on Van Riebeeck.

E-mail: noag@maxitec.co.za

Colourful quacks

Nostalgia for blood, guts and glory

SkyNews reported the suspension of an experienced British liver transplant surgeon. I assume he must have been quite senior considering that the news report mentioned that he had successfully transplanted some two to three hundred livers! Unfortunately, for him, one of his patients later needed some unrelated abdominal surgery, where, to the amazement of the operating team, it was noted that the patient's 'new' liver carried the bold signature – literally burnt into the surface of the organ – of the original transplant surgeon. This caused a furore and when further enquiries revealed that the signing – done with argon gas, normally used to cauterize bleeding vessels – had long been the eccentric little quirk of the surgeon, well, all hell broke loose.

Neither the hospital authorities nor many of the liver recipients were impressed. A board of enquiry has been set up and the surgeon suspended, pending further investigation. I suppose I can understand the

PAPA DOC



Peter Reinders

fuss, but it does sort of illustrate the point that the medical world has become very dry and colourless. No sense of humour; everything politically correct and sterile, so to speak.

Where are the great, colourful, larger than life doctors as embodied by the great Sir Lancelot Spratt (played to perfection by James Robertson Justice) in the Doctor in the House series. Those were the days when successful surgeons were respectfully called 'Sir' and were treated as movie star celebrities. What they said was law and patient opinion did not even vaguely enter into the equation. Medical students turned to jelly in their presence and lived in mortal fear of being singled out by these great medical men at teaching ward rounds. That was the era of bold, incisive surgery, when

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