

CAPE Business News

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Planting seeds of capital



Despite drought conditions, the Western Cape agricultural sector invested actively in 2015.

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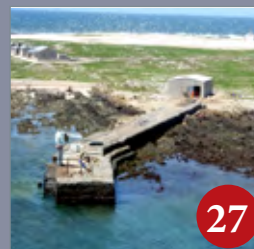
Bearing Lynk stands tall at TOPCO awards



Level 1 BEE engineering products distributor were finalists at the recent TOPCO awards.

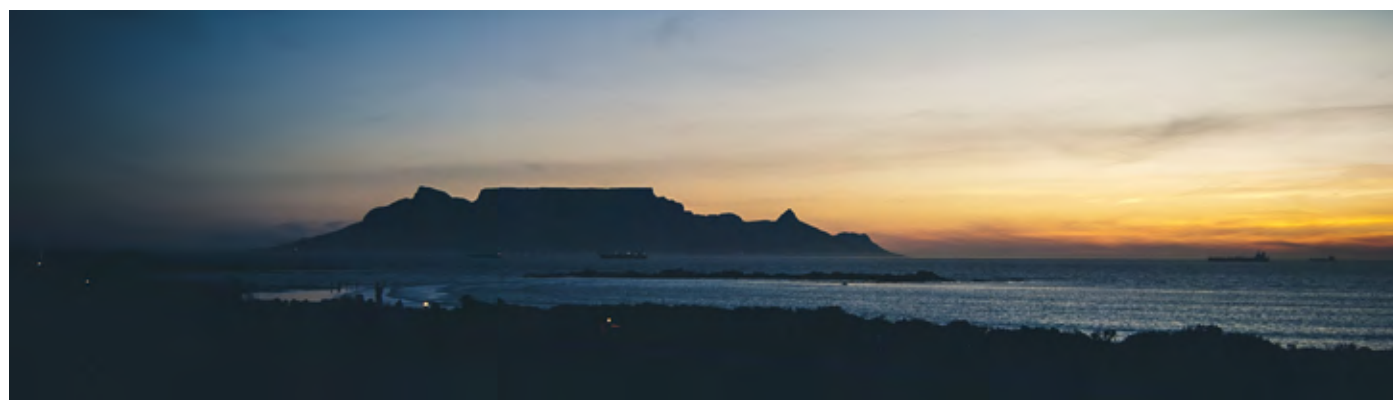
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Jib Crane conserves marine life



A Condra jib crane installed on Bird Island is essential to visiting ornithological teams.

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Bump and grind for 2016

Prospects for business in the Western Cape for 2016 look daunting. Political ructions have sent the Rand spiralling down against major currencies, the country's fiscal policies look anything but disciplined and brittle trading conditions, across the board, look overwhelming. But local commerce and industry have proved hardy and resilient over many generations, and CBN expects local business – especially the inventive companies in the Western Cape – to endure tough times thanks to their built-in innovative fortitude.

Here are the 16 developments that might bear watching in Western Cape business during 2016.

1. Cash is king for prince of deals Jannie Mouton

Just before 2015 closed out the mighty Stellenbosch-based investment house PSG collected R2.2bn in a book-build offer. Investors literally fell over each other to hurl money at PSG – which has enjoyed huge successes with Capitec Bank and private education venture Curro Holdings. CBN does not expect PSG to sit on that cash for very long, and reckons 2016 could be the year Mouton and his team really move and shake in the deal-making arena. The smart money says watch PSG's agri-business associate Zeder for new deal-making activities.

2. Private equity appetite

Cape Town-based fresh produce retailer Food Lover's Market looks set for a growth splurge. The company attracted a R760m investment from private equity investor Actis, which now holds a substantial minority stake in the business (which was founded by local entrepreneurs Brian and Mike Coppin.) Food Lover's Market has over 120

stores and also operates over 200 Fresh-Stop convenience stores at Caltex service stations. It recently bought artisanal coffee brand Seattle Coffee.

Mike Coppin said the deal with Actis was a great business fit for Food Lovers' Market's growth strategy in the future.

3. A word to the Wi(e)se

CBN reckons readers should watch developments at retail tycoon Christo Wi-e's smallest investment – Stellar Capital Partners (SCP). SCP recently raised R1bn in fresh capital, and is now in the throes of buying full control of Retreat-based electronics manufacturer Tellumat. It seems almost certain SCP will also push for a bigger stake in vibrant industrial company Torre in the year ahead.

4. A steep learning curve

In one of the most unexpected shifts Cape Town investment company Trematon Capital Investments – which owns mainly property investments – made a cautious shift into the private education market by setting up a 'Generation' school in Sunningdale - Cape Town's fast growing north-western suburb. CBN hears the school enrolments for this year were so overwhelming that Trematon is likely to extend the Generation concept to other areas of Cape Town.

5. Taking growth supplements

Steenberg-based health care brands conglomerate Ascendis has more than doubled its market value to close to R5bn since listing in late 2013 after a series of successful acquisitions. CBN understands Ascendis will not be taking a 'chill-pill' in 2016, and that several deals – including further offshore forays – are likely to be tabled.

6. Bulking up in the food sector

What chances that 2016 is the year local food companies opt for a consolidation recipe. CBN has a gut feel that the mix of local food companies – ranging from the large like Pioneer Foods and Premier Foods to the more niche offerings of Rhodes Food Group, Quantum Foods and Bounty Brands, Sea Harvest and Premier Fishing – could find new corporate recipes via mergers or takeovers.

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7. Flawed but feisty

Parow-headquartered diamond miner Trans Hex Group has struggled through a tough few years. The outlook for diamond prices looks somewhat tarnished, but efforts to bring the recently acquired Namaqualand Mines (acquired from gem giant De Beers) into production could be a critical turning point for Trans Hex.

8. Drinking in new opportunities

Epping-based plastic packaging specialists Bowler Metcalf decision to pour its Quality Beverages soft-drink operations into the larger SoftBev amalgamation looks like it could pay dividends this year.

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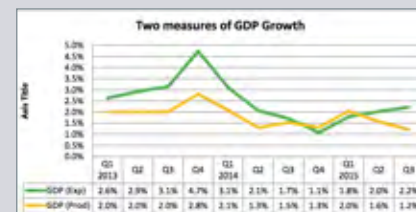
South African GDP expenditure basis grew in Q3 2015

The South African economy expanded by a real 1.7% quarter on quarter (q/q) at a seasonally adjusted annualised basis in the third quarter 2015 if measured on the expenditure basis the South African Reserve Bank (SARB) said in its latest Quarterly Bulletin. This is more than double the 0.7% gain as estimated by Statistics South Africa (Stats SA) on a production basis.

The difference between the two estimates is called the residual and was equivalent to 0.4 percentage points (ppt) of gross domestic product (GDP) in 2014, but in the past few years the residual has increased tenfold as a measure of GDP from only 0.24% in the first quarter 2012 to 2.4% in the third quarter 2015.



The differences between the two measures are not trivial. If one uses the GDP production measure, then one sees a stagnant economy with slowing GDP growth. If one uses the GDP expenditure measure, then the economic growth bottomed in the fourth quarter 2014 and since then growth has been accelerating from only 1.1% year-on-year (y/y) in the fourth quarter 2014 to 2.2% y/y in the third quarter 2015.



Most economists, including those at Treasury, use expenditure measures to forecast GDP growth, while the official GDP growth is that provided by Stats SA.

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Business News

Bump and grind for 2016

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SoftBev hit the ground running by snagging the Pepsi bottling contract, which will test the operational and marketing efficiencies of the new business. If things go as planned SoftBev might look to raising fresh capital to grow the business – an event that might see Bowcalf increase its stake in the company as well as the possible emergence of a new strategic partner.

9. Go west young man

The Saldanha Industrial development Zone (IDZ) will hopefully gain further traction this year. The Western Cape economy certainly needs a dedicated industrial hub to provide extra growth impetus and boost job creation. Let's hope the oil price, which has driven so many African economies and will stimulate shipping/oil rig maintenance and repair activity, starts firming markedly this year. Increased property activity in the Mykonos precinct seems to suggest things are well on track for an encouraging 2016 on the Weskus.

10. Spurring on Burger King

At the end of 2015, CBN could count 51 Burger King stores scattered around the country (albeit mainly concentrated in Cape Town and Johannesburg.) Empowerment investor Grand Parade Investments has carefully rolled out Burger King to ensure margins are suitably succulent and that the balance sheet is not starved of development capital. CBN wonders whether the year ahead will see GPI capitalise on its relationship with Spur Corporation, in which it has a 10% stake, to accelerate the roll-out of Burger King stores? Spur has a muscular balance sheet with plenty cash, and the company's experienced management could only add flavour to GPI's efforts to build GPI into a strong fast food brand.

11. Taming the lion

Iconic empowerment group Brimstone will have its work cut out in 2016 to clean-up a rather unsavoury mess

at its short-term insurance subsidiary Lion of Africa. While Brimstone would probably prefer to be scouting for new investment opportunities, a successful turnaround at the Lion would add to its credibility as determined long-term investors that are not afraid to roll up their sleeves and get stuck into the investment portfolio.

12. Armed to the teeth

Just before the end of the year African Empowerment Equity Investments (the old Sekunjalo Group) finalised a R100m deal to take a 25% stake in defence contractor Saab-Grintek. The deal guarantees minimum annual dividends of R18m, which appears to underpin confidence that Saab-Grintek might be a very industrious investment for AEEI.

13. Raiding the vineyards

There were a number of forays by foreign buyers into the wine sector – including the merger of buyers

from China and India. With the Rand tanking against major currencies, the SA winelands must look like bargain real estate compared to the vineyards up for sale in traditional vino areas like California, Australia and France.

14. The runt might save us

The rout in the Rand after the shock dismissal of finance minister Nhlanhla Nene might well have a silver lining for the Western Cape economy. Looking in the bright side ... as a tourist destination the Cape becomes cheaper to overseas visitors, our wine and fruit farmers can bring in additional export revenue and the beleaguered clothing manufacturing sector gets a reprieve as imported garments are no longer cheap.

15. Asset test

Cape Town has traditionally been the home of the asset management industry – what with old school 'wealth managers' like Old Mutual and Sanlam calling the city home turf.

What will be interesting to gauge, however, in 2016 is whether asset management poster child Coronation Fund Managers – for so long the undisputed market leader – is on a slippery slide and whether feisty newcomer Sygnia is about to unleash a revolution that could completely disrupt the wealth management hub.

16. Stoking the brandy war

It looks like brandy heavyweights Distell and KWV could be at each others throats in 2016 in a bid to secure a viable portion of the fast shrinking brandy market. KWV has already fired the first salvo, intimating that Distell – which owns best selling brands like Klipdrift and Richelieu – is betraying the 'premiumisation' of the brandy category with dangerous discounting. It will be interesting to see if KWV plugs away in the premium sector with its award winning brandies...or whether it takes the fight to Distell with a mass market offering.

Betting on small casinos

THE focus on Western Cape-based casinos has intensified since a diplomatic attempt to divide up the region's gambling pie was stymied by prolonged deliberations with the competition authorities. Readers may remember that last year Tsogo Sun's proposal to acquire a 40% stake in the Sun International controlled SunWest – the owner of the cash spinning GrandWest casino in Cape Town) and Worcester casino

was cancelled by mutual agreement as the implementation date of end August could not be achieved. The parties concluded that it was not possible to extend the date again "as the commercial metrics agreed had changed due to the effluxion of time."

What the proposed arrangement between Tsogo and Sun International would have created was compromise situation where neither party would

lose out if the provincial government ever gave the green light for a second casino in the Cape Town metropole. Indications are that such a development would entail transferring one of the existing Western Cape casino licences – either Mykonos, Garden Route, Worcester or Caledon – to Cape Town.

Sun International – which owns GrandWest (effectively still operating under an exclusivity

agreement that expired in 2103) – owns the Worcester casino, while the other three licences are held by Tsogo.

Tsogo noted at the release of its financial results recently that the potential to bid for the relocation of one of the smaller casino in the Western Cape to the Cape metropole remained "an opportunity for the group should the provincial authorities allow such a process."

On the other hand, Sun International launched court action to set aside the decision of the Western Cape Government to allow relocation of an outlying casino to the metropole. Sun International's tactic is understandable. GrandWest's revenue in the year to end June was 7% ahead of last year at R2.15bn. Profits were up 10% to R915m, and the trading margin increased 1,3% to 42,5%.

By local casino standards – remembering that discretionary consumer spending has been badly squeezed – GrandWest's profit performance has come up trumps. The question, of course, is which smaller Western Cape casino licence would be deemed suitable for transferring to the Cape Town metropole, should cards being shuffled for so long by the relevant authorities fall into

place around a second casino licence bid?

Certainly Sun International's Worcester casino would be a prime candidate as this property is nowhere near as viable as other smaller casinos scattered around the country. Worcester generated R163m in revenues in the year to end June 2015, but operated on a margin of only 17,4% (less than

Continued on P7

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Powering your world

Planting seeds of capital

DESPITE drought conditions drying up prospects for much of South Africa's productive farm land, the Western Cape agricultural sector saw an active period of investment in 2015.

The year was capped by US-based agricultural giant Land O' Lakes acquiring a 52,5% stake in Villa Crop Protection (VCP), a leading crop protection products company that has a regional headquarters and large warehousing facility in Wellington. Land O' Lakes is one of the world's largest agricultural co-operatives with annual sales of more than US\$15bn (over R200bn.) VCP is a niche player focusing on the development and registration of unique commodity crop protection products. The company has more than 250 product registrations. Encouragingly Land O'Lakes said the deal with VCP would capitalise on the growth potential of the South African agricultural market.

In a joint press release the companies spoke of joining two complementary portfolios of productivity-enhancing crop input products and services to help all sizes of farms sustainably improve their yields. This is Land O'Lakes' first commercial investment in Africa. Chris Polcinski, president and CEO of Land O'Lakes, said South Africa had a dynamic and growing agriculture industry.

Another US-based company One Thousand and One Voices (1K1V) – which is headed by an ex-South African and funded mainly by wealthy families – could also scout the Western Cape's fertile agri-sector for opportunities to invest. The fund – headed by Hendrik Jordaan – has already made two agri-business acquisitions in South Africa, including Upington-based RedSun Dried Fruit and Nuts.

During the year PSG-aligned Zeder

Investments – for so long the driving force in agribusiness investment in SA – bought out minority shareholders in Malmesbury-based Agri-Voedsel and Bellville-based fruit exporter Capespan. At the time of writing, rumours abound that Zeder could raise fresh capital to broaden its investment portfolio.

What is interesting to note is that Western Cape-based poultry and egg group Quantum – in which Zeder has a significant stake – has been building its presence in the animal feeds segment. Quantum recently acquired the Olifantskop feed mill near Paterson in the Eastern Cape for R47m. The deal allows Quantum – which owns the Nova animal feeds brand – to break into the Eastern Cape animal feed market. This region could not be supplied from its existing feed mill in George.



Kaap Agri still flush

FARMERS' retailer Kaap Agri managed to keep its cash flows pouring in the year to end September despite drought conditions affecting some of its main markets in the Western Cape.

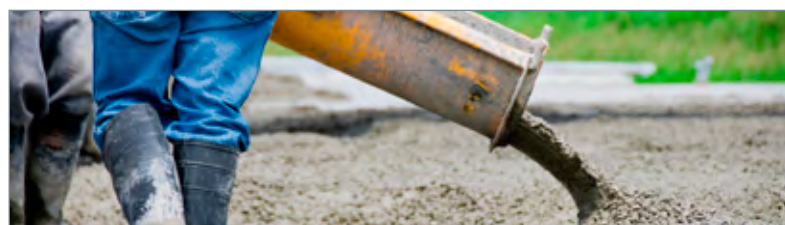
Kaap Agri – which operates Agrimark stores – showed a 16% hike in profits to R183m (259c/share) from a 9% increase in turnover to R7bn.

MD Sean Walsh did, however, warn that agricultural conditions in the Swartland grain production area were under severe pressure with only one third of the normal rainfall levels being recorded.

He estimated the wheat crop at around 40% below average – a development that would hamper Kaap Agri's grain handling and storage revenue.

But Walsh noted that Kaap Agri's growth strategy had exceeded its 15% growth target for the fourth year in a row. "Measured over the four-year period, the total increase in headline earnings of 133% translates into a compound annual growth rate of 23,5% per annum."

Firm foundations



TWO of the Western Cape's prominent infrastructural players are shrugging off crumbling trading conditions in the broader construction sector. Claddings business Mazor and aggregates specialist Afrimat both posted solid interim results to end August, and – perhaps more encouragingly – reported firm prospects going into 2016.

Mazor saw revenue increasing 22% to R245m with all three of its divisions – steel, aluminium and glass – pushing up turnover. CEO Ronnie Mazor said the aluminium division was the stellar performer with revenue up 29% to R133m. He said aluminium division had secured a good order book with a solid pipeline for the next 36 months, driven mainly by high-end construction projects for offices and hotels. Mazor's steel division in-

creased revenue 10% to R41m and the glass division revenue climbed 17,5% to R71m.

Mazor said the steel division continued to invest in technology to increase capacity and be positioned for future growth on the anticipated market upturn. He said the rationalisation of Compass Glass in Cape Town had been successfully concluded to deliver improved efficiencies and returns.

"Our key focus on growth resulted in improved gross profits in the glass plants and the Cape Town and George operations coming back on track."

Durbanville headquartered Afrimat reported net profits up 23% to R109m for the six months to end August. CEO Andries van Heerden said all Afrimat's processing plants were fully op-

erational and strategically positioned to deliver excellent service to customers. He said the interim period saw an improvement in contribution from its traditional aggregates business. Van Heerden said one of Afrimat's strengths remained being able to pre-empt market changes and its operational ability.

Looking ahead, Van Heerden believed Afrimat's Glen Douglas, Clinker Group and Infrasons operations as well as its traditional aggregates business would continue to perform well. He believed the recently acquired Cape Lime operation would add to the company's diversity.

Van Heerden stressed Afrimat would pursue a conservative growth strategy to preserve the "integrity of the company's balance sheet."

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Seasonality challenges

"A while ago I was sitting with a farmer in the Western Cape, and he was bemoaning the fact that although most Forklift Rentals were very similar, not much attention was paid to the additional costs he incurred like fuel and the driver," says John Valentine, Director at Real Telematics. "He said that that the brands themselves had some variances, but he was basing his rental choice firstly on service from the Dealer, but also on whether the machines were already fitted with Real FMX." Naturally his ears pricked up at this. The farmer said, "I have about 20 machines of my own already all fitted with Real FMX. But I can take additionally between 30 and 50 short-term rental (STR) machines during

my picking times. So although this is the time I make the most money, it's also the time I incur the most operational costs. So anything that can save me on some of those costs is worth me looking into, like the Excess Idle Cut Out feature that comes with Real FMX."

The farmer says that normally the machines just run permanently whether they are carrying loads or not. This means that a substantial amount of fuel is lost unnecessarily and his monthly bill per machine can easily range between R3,500 and R7,000 per machine and sometimes more. But with the Cut Out that automatically shuts the machine down after two to three minutes in idle, he can experience sav-



ings of R1,000 to R3,000 per month per machine, depending on run hours and application. In anybody's terms that is significant.

"It's just a pity you cannot do the same with the drivers," he said.

Valentine reminded him that Real FMX do in fact have a number of interventions that would

reduce driver costs and abuses, such as the access control feature that ensures only authorized or qualified individuals can use the machines. This is especially important when there are so many temporary drivers onsite in addition to his normal staff complement.

"So it is important for him to know that if he hires a driver for the day,

he is in fact busy for that whole time, which Real FMX would display and could link to billing for wages purposes."

The engine protection (oil/water) feature ensures he does not lose an engine and have to pay replacement costs of about R40,000, while transmission protection ensures that gears are used correctly,

thereby reducing the chances of a transmission being lost, another R40,000 repair.

Starter motor protection prevent starter motors from burning out when there is no fuel or gas in the tank, because the battery is faulty or the ignition is left on – another R1,500 to R2,000 saving.

The speed limiting feature reduces the chance of health and safety incidents and product, machine, racking and environment damages and every incident is recorded against specific machines and specific drivers for follow up, where relevant. Then of course, there is also a strong possibility of insurance premium reduction.

"The farmer carries his own insurance on

the machines while they are in use, but with Real FMX mitigating much of the normal risk there is no reason why insurers would not be open to at least talking about where premiums could be adjusted," says Valentine.

"We even now have an increasing demand to fit Real FMX to tractors as well, so that the farmer can see his forklifts and tractors in a single view and ensure that both have optimum protection where relevant. In fact, I cannot think of any reason why any fleet operator would not want to use Real FMX to reduce their costs and subsequently boost profit margins – especially as the Real FMX costs could also be adjusted to cater for seasonal changes," says Valentine.



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Washington to welcome African Ministers to international investment conference

ENERGYNET is to host the second annual Powering Africa: Summit at the Marriott Marquis, Washington, D.C. from 27-29th January 2016.

Industry leaders from the US and Africa who have confirmed to attend include H.E. Hon Minister Jeannot Mata-di Atadi Nenga Gama-da, Minister of Energy and Water Resources, DRC, H.E. Hon Minister Obeth Kandjoze, Minister of Energy and Minerals, Namibia, Andy Herscovitz, Coordinator, Power Africa and Trade Africa, Anita Marangoly George, Senior Director, Energy and Extractives, The World Bank Group and Karen Breytenbach, Head of IPP Office, Department of Energy, South Africa.

The Powering Africa: Summit (PA:S) is an investment conference where African ministers of finance and energy and US government agencies behind the Power Africa initiative meet with private sector investors and power developers from across North America and Africa. The first meeting, held in January 2015, saw 17 African countries represented with 57% of attendees originating from North America.

Programme Manager Veronica Bolton-Smith commented, "PA:S is a valuable platform as it enables dialogue between key stakeholders and developers, chiefly

heads of African utilities, US-based private equity houses and wealth management establishments."

The aim of the meeting is to drive forward strategic partnerships between investors, project developers, governments, utilities and regulators to achieve the goal of bringing power to Africa.

Following a surge of private equity interest across Sub-Saharan Africa, PA:S will explore the power & infrastructure projects currently piquing the interest of investors, including the gas to power supply chain. Attendees will also receive an update on the South African Gas IPP programme and the opportunity this presents to investors. Industry and agriculture will feature on the 2016 agenda, examining the role transmission plays in the success of these industries.

Targeted workshops will examine the landscape for investment in Morocco, South Africa and Nigeria, as well as exploring industry-specific themes such as Public Private Partnerships and "Innovation time" - a workshop for innovators to meet with private equity investors.

The 2016 Summit will launch a networking app to enhance participants' experience by allowing them to set up private meetings and meet with the right contacts more easily.

New Cat 232D unveiled

When fitted with purpose-built work tools, the Cat 232D transitions from a construction role into a multi-task farming machine.

THE local D-Series skid steer line-up has been extended following the recent introduction of the Cat 232D, a vertical lift unit well-suited for niche markets like landscaping and agriculture. Equipped with an optional two-speed drive system topping out at around 18kph, the 232D is powered by a Cat C2.2 engine and has a rated load capacity of 840kg (and 885kg with the optional counterweight.)

As for all D Series models, the Cat 232D's lift arms have a tubular design that provides optimum lift characteristics and strength, while presenting a narrower profile, which enhances sight lines to the sides of the machine, the tyres, and to the work tool/coupler interface.

The optional automatic work-tool coupler is electrically actuated, and replaces the previous hydraulically operated version. "The new coupler is simpler in design, eliminates hoses and connectors, and is easier to install in the field," explains Barloworld Equipment product marketing manager, Design Naicker. (Barloworld Equipment is the Cat dealer for southern Africa.)

An available high-flow auxiliary-hydraulic system provides flows to 97L/min and pressures to 23,000kPa. Both standard and high-flow auxiliary systems use connect-under-pressure quick disconnects.

Spears and grabs

As for other machine classes, Caterpillar has designed the Cat 232D with specific work tool applications top of mind. For the agricultural market, these include bale spears; a bale grab (with a maximum opening of 1.8m); a silage defacer; and a side discharge bucket for sand and sawdust. Cat spear work tools are supplied in single tine configuration for round bales, and double tine with backrest for square bales.

Spear attachments are now ready for shipment, with the balance of the above work tools available from the second quarter of 2016. Spears can be ordered in lengths of either 990 or 1,245mm, depending on the materials handling requirement.

Bale spears are secured to the rigid frame with tapered bearings. On the single bale spear, two additional

stabiliser spears are located on the bottom of the frame, ensuring the security of the baled material when travelling and loading.

A more specialised tool, Cat silage defacers will come in three different lengths, namely 1.8m, 2.1m

and 2.4m. In turn, the side discharge bucket for sand and sawdust comes in either a 1.8m or 2.4m width.

Like the bale grab and spears, these work tools can also be fitted on Cat compact wheel loaders where equipped with a skid

steer loader coupler interface.

These application specific attachments form part of a comprehensive Cat work tool series for general and industrial requirements, ranging from hydraulic hammers to augers and trenchers.



Cat 232D with bale grab.



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High speed doors can increase productivity



High speed doors, unlike the conventional roller shutter door, are quick and easy to open, and contribute significantly to improved productivity.

COMPANIES are hard pressed to increase productivity, and an option not often considered is upgrading the hardware that facilitates access into

and out of factories and warehouses. Wim Dessing, managing director of Apex Strip Curtains and Doors maintains that high speed doors are

no longer considered an optional extra, but have become a necessity in applications where doors need to be opened for limited periods to facilitate loading and offloading of vehicles.

"High speed doors, unlike the conventional roller shutter door, are quick and easy to open, and contribute significantly to improved productivity," Dessing says. "Reducing unnecessary standing time for equipment and vehicles carrying goods enables companies to enhance their supply chain logistics with further knock-on benefits."

Apex Strip Curtains and Doors is the lead-

ing local manufacturer and supplier of a wide range of door products including high speed roll-up and fold up doors, general purpose strip curtains and welding and safety screens. Dessing says the major advantage when dealing with a local manufacturer is the cost is less than that of expensive imported products and lead times are generally far shorter.

Dessing says that high speed roll-up and fold-up doors are suitable for a wide variety of applications, including warehousing areas. The doors do not hinder personnel, forklift or vehicular traffic and, depending on the actual operation, can be

either automatically or manually controlled.

The Sector high speed roll-up door, manufactured by Apex Strip Curtains and Doors, delivers both functionality and performance. These compact doors are robust enough to cope with the intensive demands of heavy and continuous traffic and feature an integral unit incorporating the actuator, controls, safety devices and balancing systems. Sector doors are structurally flexible with transparent or coloured interchangeable panels.

The company's range of Traffic high speed fold-up doors offers a sturdy, dependable and modular

solution for medium and large entrances such as shipment and warehouse areas, and are particularly suited to conditions where wind is a factor. Made from strong self-extinguishing Class 2 fabric with excellent thermal insulation properties, this door has been designed to resist a wind loading of up to 50km/h. The supporting structure is manufactured from high quality galvanised steel to ensure optimum durability and, if the application requires it vision windows can be incorporated in the panels.

A counterweighted balancing system ensures high standards of performance and safety

and fast, semi-automatic reopening. The built-in automation unit protects the components from wear caused by the elements.

The Traffic high speed doors are controlled by an electronic unit that complies with all IEC regulations. It can be activated by any type of remote control equipment including photocells, pressure sensitive mats, movement detectors or induction loops.

All Apex Strip Curtains and Doors products are manufactured in accordance with international standards using materials that comply with stringent hygiene and safety criteria.

Gearing-up for growth in the Western Cape

BONFIGLIOLI's move into a larger, more customer and staff-friendly location that is better suited for increased product assembly and improved technical support is a reflection of the company's confidence in the Western Cape's economic development and growth as the home of high-tech companies in South Africa.

Bonfiglioli is an Italian group of companies that design, manufacture and distribute a complete range of geared motors, variable speed drive systems, planetary gearboxes and photovoltaic solutions to satisfy the most challenging needs in the fields of industrial automation, mobile machinery and

renewable energy.

"We offer tailored solutions, whose strength lies in the advanced content of each product and the intelligent integration of different technologies," says Robert Rohman, managing director at Bonfiglioli South Africa.

"As a leader in global power transmission and control, we are committed to satisfying our customers' requirements by supplying high-quality products and providing excellent service on an increasingly wide scale."

"Our new premises will support Bonfiglioli's commitment to quality and excellence in the design and manufacture of innovative and reliable solutions for power



The time is opportune to improve and expand Bonfiglioli's Western Cape premises.

transmission and control in the industrial, mobile and renewable energy sectors," adds Rohman. The Cape Town team led by branch manager Richard Smith is extremely excited that the move will take the Cape operation to a new level."

Rohman explains that Bonfiglioli is a family-owned company that is the largest manufacturer of industrial gearboxes in Italy.

"Its founder, Clementino Bonfiglioli, had both a brilliant engineering and entrepreneurial

mind. "He recognised opportunities in the market for the geared motor, which changed transmission systems in factories from big, clumsy structures into highly effective, efficient and neat arrangements.

"He was at the forefront of developing a range of light power transmission products that went into applications like conveying, before acquiring a planetary manufacturing company that allowed him to focus on more heavy-duty power application products."

Rohman says Bonfiglioli products are based on the principal that energy

can be neither created nor destroyed, but can only be transformed.

"Over 50 years of experience, competence and professionalism have allowed us to integrate electronic, hydraulic and mechanical technology for transforming energy into power to serve mankind.

"Bonfiglioli can offer excellent solutions for a broad range of power transmission and process control requirements from its versatile product range of electric motors, geared and servomotors drive systems, planetary gearboxes, and frequency drives.

"Our solutions are

used in a vast range of applications all over the world, in industry, mobile machinery and construction, to improve the quality of life and work on a daily basis."

Rohman says in the 1990s Clementino Bonfiglioli recognised the global growth in demand for his brand, which encouraged him to expand and develop an international branch network.

"With Bonfiglioli's products having a successful history in South Africa, a branch in the country made good sense to service both

Continued on P7

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THE fusion of lifestyle and technology is becoming a 21st century norm as people continue to incorporate evolving technologies into their daily lives. More and more professionals are working from home, or on the go, whilst travelling and children are connecting to play online games or engage with social media and especially study online.

It is increasingly clear that IP based applications are creating a gateway to open a whole new world of lifestyle opportunities in today's home and organisations.

The need for a truly, "connected home" is no longer seen as a luxury, it is indeed, a 21st century necessity, according to Smart Village (Pty) Ltd, a company that provides a comprehensive range of intelligent, technologically advanced services such as DSTV Network provisioning, data and voice services and much more. All of these are integrated and provisioned over a fibre optic network.

These services are specifically designed to provide efficient, reliable, cost effective solutions to the end-user, be it commercial, residential or mixed communities.

Recently it was announced that MTN has concluded a deal with Multichoice to acquire Smart Village, which the operator stated will accelerate its fibre-to-the-home strategy for South Africa. This purchase is subject to approval by the South African competition authority in terms of the Competition Act. The Smart Village expansive Fibre network passes 29,000 residential homes and stands in Gauteng, the Western Cape and KwaZulu-Natal. The acquisition will give MTN a presence in more gated estates, apartment blocks, business parks and shopping malls.

In the enterprise space, the deal will give MTN Business the ability to provide wholesale access to 4,228 enterprises passed by Smart Village.

The rationale behind this acquisition lies in the fact that Smart Village is a network infrastructure business, which aligns with the MTN telecommunications infrastructure business.

Smart Village has, over the past years, focused its efforts on becoming the leading provider of converged Quadra-Play services over integrated network infrastructure.

With thousands of clients connected to its network, the company continues to grow daily.

Some of Smart Village's most popular services include:

- IP and IF DStv signal distribution
- True broadband internet
- Telephony services
- PBX (virtual and on-site)
- Integrated intercom system
- Security solutions

Marel transforms Three Streams' processing

WHEN Three Streams Smokehouse teamed up with Marel to implement an advanced trout/salmon processing system, the customised system improved efficiency and changed the way Three Streams processes fish.

Started 25 years ago, Three Streams is owned by the Stubbs Family, who have been involved in the fishing industry since the early 1980s. A few years into the start of the business, CEO Gregory Stubbs saw a need to remove pressure on the ocean's dwindling resources and believed that aquaculture was the way to go.

Today, Three Streams Group is involved in the entire value chain, including research and development, in the farming of marine fin fish. Currently, Three Streams is one of the largest hatchery operations in South Africa and produces over 1.6 million fingerlings a year.

When the company first started, each individual fixed-weight portion of fish had to be cut by hand. This led to a lot of wastage, specifically when trimming off excess to guarantee the right weight. Three Streams sought to reduce this wastage as it was at odds with their ethos to minimize their impact on marine resources.

Additionally, there was concern over consumer expectations. Not only do they want freshness, convenience, and



perfect presentation, but consistency in portion sizes as well.

With this in mind, Marel and Three Streams Smokehouse partnered up in 2005 to introduce the most advanced trout/salmon processing system in South Africa. Marel introduced a customized and integrated system that would forever change the way in which Three Streams processed fish.

"For us, it's about building a relationship that would lead to success," says Ivan Procter, Marel Regional Sales Manager for Africa and the Middle East. "Through the implementation of our products and solutions, Three Streams achieves an improved and efficient

process. It's a win for both companies."

Three Streams gradually started to upgrade the company's processing, beginning with the purchase of a few weighing machines. The next big step towards streamlining the process came when Three Streams implemented Marel's Innova Intelligent Production Control Systems onto the processing floor.

Innova software solutions are designed to boost profits and overall production performance. The system covers everything from the receipt of raw materials to product dispatch, and provides all the key performance indicators (KPIs) for each stage.

With Innova, Three Streams can monitor

the whole process in real time. This means being able to make adjustments should any bottlenecks occur and take corrective action to minimise downtime or loss in profitability.

The next major development in restructuring the process happened when Three Streams purchased a Marel I-Cut Portion Cutter for high-value sizing into fixed-weight or fixed-length portions. The I-Cut is able to scan fish fillets, take their density into account, and then cut them into fixed-weight portions at a rapid pace with very minimal wastage. The design also makes it easy to clean, ensuring a high level of hygiene.

The PortionCutter was developed with new generation processing software, programming, flexibility, and a variety of specified cutting patterns to ensure return on investment. It has helped Three Streams achieve considerable savings on labor, wastage, and downtime.

"We're very glad to have partnered with Marel over the last 10 years," says Gregory Stubbs, Three Streams CEO. "Not only has the relationship led to better automation control and sizing of each fixed-weight portion, but it's also improved the speed with which we're able to produce products. This has ultimately led to an increase in our profitability."

Gearing-up for growth in the Western Cape

Continued from P6

the existing and growing customer base locally and further afield in southern Africa.

"Soon after setting-up our branch in Johannesburg in 1991 we recognised that the Western Cape was an important source of demand for power transmission products, because of its advanced manufacturing sector both at the level of original equipment manufacturer and end-user, particularly in the agricultural industry," says Rohman.

After 24 years of successful operations in the Western Cape and with a growing renewable energy sector in the province, Rohman says the time is opportune to improve and expand Bonfiglioli's premises and operations in the Western Cape.

"We recognise that the

Western Cape market is discerning and customers require that we are in a position to assemble and build-up geared motors to their exact requirement as well as provide on-site repairs and maintenance.

"Our clients need the ability to have their problems solved locally both from technical and parts-supply perspectives to ensure continuity in their operations.

"We are focused on the individual needs and care of our customers in the Western Cape with whom we have built close relationships.

"While our new premises will improve our customer-service by improving our assembly and technical capabilities, it will also upgrade security and parking facilities for clients

and staff alike with an access-control point.

"Furthermore, the new factory and offices will enhance the quality of working environment for employees with better lighting and more space in more pleasing surroundings.

"The Bonfiglioli business philosophy is all about pursuing sustainable economic growth in harmony with the environment that we operate in, which we call respect; respect for our clients, respect for our staff, and respect for our social and environmental habitat.

"Bonfiglioli encourages and promotes sustainable and shared development worldwide, through dynamic, responsible, prompt and customer-oriented services," says Rohman.

Betting on small casinos

Continued from P2

half of GrandWest) to leave just R26m on the profit line. It seems unlikely, though, that the Worcester licence would be an odds-on favourite for transferring to Cape Town. This would mean Sun International would control both casinos in Cape Town – something that the competition authorities might frown on.

If Tsogo is the favourite to transfer an existing Western Cape licence to Cape Town, then the company has quite a quandary deciding which licence is most suitable for shifting. For

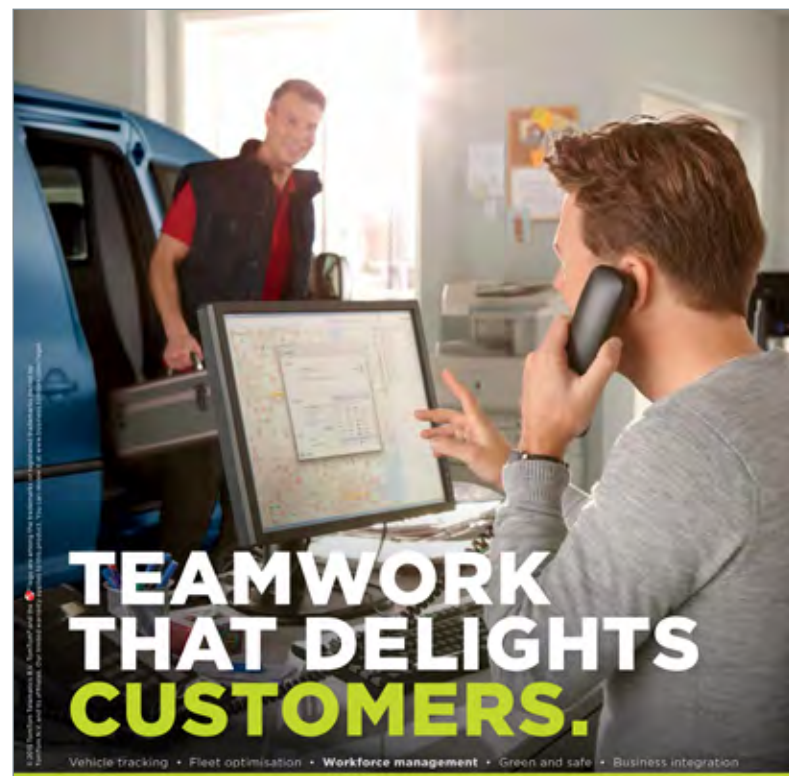
Tsogo the Western Cape reported a growth in provincial gaming win of 3,3% for the six months to end September 2015. The company reported that the Caledon Casino, Garden Route Casino in Mossel Bay and Mykonos Casino in Langebaan reported growths of 13%, 18,4% and 6,9% respectively - reflecting a strong performance of the leisure markets in these areas. The Garden Route was the star performer, reflecting income up 16% to R97m on an attractive margin of close to 40%.

It would seem then

that Tsogo's candidates for 'licence transferring' would be a toss up between Caledon and Mykonos. Caledon – which also owns a spa and a hotel – is slightly larger with income in the half-year to end September of R79m. But the margin is only 25%.

The Mykonos boasted interim income of R73m, but earned these profits on an extremely good margin of 42% after the refurbishment of the casino floor (completed in August 2015.) If the second casino transfer is allowed, does Tsogo

shift – as is widely expected – the Mykonos licence to Cape Town. Although this would entail the minimum infrastructural disruption, Tsogo might have an eye on efforts to economically uplift the West Coast with the Industrial Development Zone in Saldanha Bay. Perhaps then would be smarter to move the Caledon licence – a development that would probably require Tsogo to make a heavy compensatory investment to bolster the Caledon property's spa and hotel facilities.



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Denel ahoy!



DEFENCE contractor Denel aims to anchor a viable long-term partnership with the South African Navy. Denel might well be spending more time in Simonstown after recently taking to the proverbial seas with its recently launched Maritime Africa division, which is an unexpected change of tack for the state-controlled company.

Denel has been a respected name mainly in 'landward defence' for decades – and recognised as a leader in

the development of long-range artillery and mechanised infantry vehicles. Denel CEO of Integrated Systems and Maritime Ismail Dockrat said the new division was meant to diversify the company into a range of new capabilities and new markets. Dockrat said it was striking that Denel had not had the same relationship with the SA Navy (SAN) as it had historically held with the SA Air Force (SAAF) and the SA Army.

“So, if you look at the Defence Review, which was approved in Parliament earlier this year, it calls on Denel to play a stronger role in the maritime environment.”

He said the maritime division's key objective in the next year was to become a strategic partner to the South African Navy.

“From that foundation we want to play a broader role in terms of supporting other navies in the region as well as working with the South

African shipbuilding and ship repair industry to grow the industry to the benefit of everybody in that sector.”

“When I talk about the maritime industry I refer particularly to the shipbuilding and ship repair industry as well as our naval infrastructure and ports infrastructure in the country and we believe there are enormous opportunities to grow the maritime sector.”

He stressed Denel's role should also be viewed in the context of 'Operation Phakisa' – a government initiative aimed at stimulating activity in the maritime sector in order to fully realise the potential of South Africa's ocean economy.

He stressed Denel was not going into the business of building ships, there were strong players in the industry that the company could partner with both locally and globally. “So we are there to form partnerships with others and to offer our value proposition.”

Ionizers from SMC take the static out of manufacturing

STATIC is problematic in the manufacturing environment. Static causes dust and this in return comes with its own set of problems. From dealing with the nuisance of products clinging to each other, plastic sheets not separating properly to managing possible damage to electrical products. There is also the real hazard of a possible fire, which can be caused by a spark in a chemically sensitive environment.

SMC Pneumatics is able to offer a solution to these 'every day' manufacturing problems by means of the three different types of ionizers available from their product range.

“When working with plastics you often have an unwanted, but unavoidable charge of electricity,” explains Brian Abbott, Product Manager Pneumatics at SMC. According to Abbott, there are various options of ionizers available depending on the application and the environment. “The bar type is equipped with nozzles that generate charge

and air, then blow the charge onto the application. This could work in a PET environment for example. It would also be suitable for lamination and web printing. The bar type varies in length and performance options. The nozzles can be equipped with condition monitoring and therefore easy maintenance and replacement of the nozzles are not a problem.”

The unique thing about the SMC ionizer is that it can be ordered in a variant equipped with a sensor. The sensor has a feedback device that is able to determine if a positive or negative charge is required, and then it will generate accordingly. The charge relates back to a voltage so that the unit can measure the charge. This is communicated back to ionizer and ionizer will generate ions to balance out the charge.

An option without a sensor is also available. In this case the unit will generate alternate charge, which 'bombards' the application with positive and


negative ions until it neutralizes the application. This would however be a less energy efficient option.

According to Abbott a local Gauteng dairy PET manufacturer is currently experimenting with this type of solution to assist them in managing the static generated when the bottles come off the plastic injection moulding station and onto the shrink wrapper. The static makes the products difficult to handle by clinging to the feeding mechanism of the shrink wrapper. The bar type ionizer will be deployed to combat this problem.

The ionizer is also available in two other variants. The fan type would generate a charge and blow it over the affected area. This would work very well especially in an area where polystyrene is involved.

The nozzle type consists of a single nozzle and is for concentrated applications where a single area needs to be


Continued on P14



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Bearing Lynk stand tall at TOPCO Awards



CEO, Mahomed Kardar with CFO, Sophia Kardar at the Oliver Awards 2015.

LEVEL 1 BEE bearings, power transmission and engineering products importer and distributor, Bearing Lynk, has made significant inroads into the industry since inception in 2007 and were recently finalist for the “Fast growth black-owned SMME Award” and the “Top empowered entrepreneur of 2015 award” at the Topco Empowerment Awards 2015.

Industry stalwart, Mo Kardar, established the company after spending 35 years in the industrial sector. As Executive Director in a large corporate company Kardar became increasingly frustrated with the long lead times, stock shortages, lack of skills and technical support, and falling service levels. He blamed these shortfalls on a dependence on

multinational suppliers and the lack of turnkey solutions on offer.

“Bearing Lynk was established, and has flourished, by never wavering from our promise to offer quality products and value added service,” says Kardar.

The Bearing Lynk team boasts an impressive 100 years + cumulative experience and prides itself on its in-depth product and market knowledge. Bearing Lynk also boasts an engineering division that manufactures conveyor rollers and provides general engineering services to most industries.

“This strategy offers the customer more value for money and it adds to the service element of Bearing Lynk. With a view of our expansion program, of taking the business to the next lev-

el, in the manufacturing sector, and also increasing local job creation,” continues Kardar.

The company is strategically positioned to service various industrial sectors in the KZN and Western Cape regions which include agricultural, steel, paper, mining, petrochemical, sugar, armature, packaging, food, automotive and others.

Bearing Lynk offer the following products through its growing network of branches:

- Bearings
- Seals
- Conveyor Rollers
- Power Transmissions
- Water Pumps
- Lubrication
- Automotive Division - Specializing in wheel bearings, gearbox bearings, Diff bearings, for light and heavy vehicles

Cape food sector cooking

CAPE-based food companies finished 2015 – rather enticingly – with plenty on their plates.

Perhaps the biggest surprise was the push by well-known chemicals giant AECI to extract heartier profit flavour from its fledgling food division – especially two of its specialised businesses based in Cape Town.

AECI has set a goal to become a major supplier of food ingredients and additives to customers in SA's food manufacturing and retail sectors as well as expand these services into Africa and the Middle East.

The company wants to increase revenue from about R400m to R1bn by its 2017 financial year with

product growth and acquisitions.

AECI's most recent acquisition (effective from August last year) was the R235m deal for Bellville-based Southern Canned Products (SCP) which manufactures and distributes a broad range of juice based products. According to an investor presentation, AECI wants

SCP's contribution to its food segment to be as much as 50% in the longer-term.

SCP, established in the sixties, supplies fruit concentrates and purees to local beverage firms like Distell, Appletizer, Ceres as well as European formulated juice blenders.

The compounds are tailored for customers' requirements, which

allows beverage manufacturers to produce an end product that is consistent in taste, appearance and flavour. SCP also blends and bottles olive and seeded oils under the Olive Pride brand.

AECI's other food ingredient is Montague Gardens-based Affordable, which produces liquid marinades and sauces for the lo-

cal market and was acquired in 2012.

The Montague Gardens plant recent underwent a R20m upgrade that was completed in May last year. The upgrade increased Affordable's capacity from 550 tons a month to 1,000 tons a month.

According to AECI's investment presentation the growth strategy at Affordable

involves increasing volumes markedly in the year ahead – an initiative that will include the expansion of the product range and chasing exports.

Franschoek-based Rhodes food Group (RFG) also added to its recipe with the acquisition of Athlone-based 'eastern foods' specialist Alibaba for R42m.

Alibaba's products include samoosas, pies and rooties – which are sold to all major South African food retailers, forecourt bakery outlets and independent traders.

RFG directors said Alibaba would strengthen the company's position in the bakery and snacking category, particularly in the convenience store channel after the recent General Mills acquisition.

In the year to end February, Alibaba generated profits of just over R6m from turnover of R48.2m.

Steenberg-based Bounty Brands – which was recently concocted by Steenberg-based private equity group Coast 2 Coast – made a bold move into the food sector with the adventurous offshore acquisition of Sonko, a leading producer of rice, groats and specialist bread products in Poland.

Bounty CEO Stefan Rabe said Sonko did private label business with major Polish retailers, but also exported to 22 countries throughout the world (including South Africa.)

He said Coast2Coast and Bounty would set up offices in Europe to pursue complementary acquisitions.

Bounty is not overlooking local opportunities, and recently snapped up Liberty Foods – a food supplier with branches in Cape Town, Johannesburg and Durban.

Rabe said Liberty imported the bulk of its products under the Liberty Select and Chef brands. "Due to its significant distribution capabilities, it has also been awarded a number of long-term exclusive distribution agreements from brands such as Heinz, Wellington and Appletiser."

Rabe believed Liberty was the ideal platform for future food brand acquisitions.

Sonko and Liberty will add some R850m a year to Bounty's annual revenue, pushing total revenue to almost R2bn. Rabe reiterated Bounty's strategy was to grow revenue to over R5bn in the next two years.

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AFSA Conference and Expo

THE Aluminium Federation of South Africa (AFSA) is hosting an exclusive international conference and exhibition for the aluminium industry and its clients. This South African first will take place from 16 – 18 March 2016 at the Lagoon Beach Hotel in Milnerton, just outside of Cape Town.

This event forms part of AFSA's overall strategic plan to support the South African aluminium industry in the short-, medium- and long-term. The conference is seen as a stepping-stone towards the vision of "Doubling aluminium demand." It is aimed at industry professionals and academics – offering both industry presentations and academic papers as part of the conference programme.

The conference will enable networking, sharing information and engaging industry on the state of technology and competitiveness of the sector. "The aluminium industry has made significant investments in new plant, equipment and tech-

nology, ensuring that South Africa can truly boast a world class aluminium sector," says AFSA Executive Director and event organiser Mark Krieg.

The Department of Trade and Industry (DTI) has been invited to deliver the keynote address. Captains of the industry will give valuable insights into the current state of the aluminium sector in South Africa and their vision for the future.

The complete conference package includes a three night stay at the Lagoon Beach Hotel; the full conference; all meals; a welcome cocktail on Wednesday 16 March and tickets to the gala dinner on Thursday 17 March. Smaller, three and single day packages are also available.

Conference program outline:

- Global perspectives: The supply and demand dynamics of both the primary and secondary aspects of the industry

- Recycling of aluminium as a sustainable material

The Building and Construction sector:

- An Architectural workshop addressing:
 - The unique properties and benefits of aluminium
 - Fenestration to meet the relevant SANS requirements
 - How to specify correctly to meet the SANS codes for surface finishing
 - Importance of a care and maintenance routine
 - The day concludes with a workshop in which practical applications will put the theory into practise.

The full day session has been accredited by

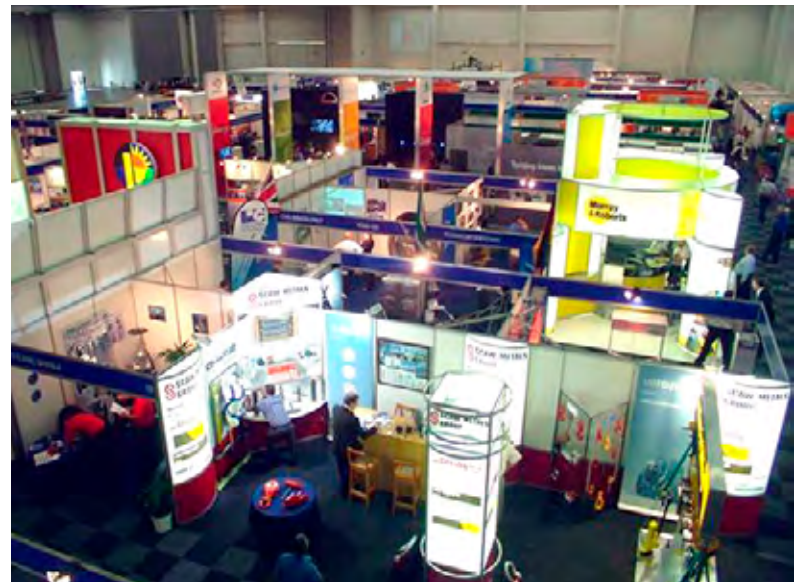
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CIS Expo highlights Operation Phakisa's offshore opportunities

WITH signs of renewed momentum in the Government's oceanic economy initiative, Operation Phakisa, local industry attention is focusing on off-shore oil, gas, energy and related maritime opportunities opening up along South Africa's extensive coastline. Two major co-located trade exhibitions – Oil and Gas Africa 2016 and Maritime and Offshore Marine Africa 2016 – provide a perfect platform to showcase products and services, and build business networks in these sectors. The exhibitions form part of the five-in-one Cape Industries Showcase, which takes place at the Cape Town International Convention Centre from 13 to 15 July 2016.

Operation Phakisa boosts regional business

"These two exhibitions provide an effective, versatile networking platform and product showcase for all companies and stakeholders exploring business opportuni-



The five-expos-in-one Cape Industries Showcase provides massive industry exposure for exhibitors and gives visitors far more choice and value.

ties through the South African Government's Operation Phakisa initiative," says show organiser John Thomson. "Operation Phakisa aims to leverage multiple opportunities from South Africa's strategic global location and extensive coastline. Its potential value has been estimated at R177bn by 2033, and over 130,000 jobs will be created."

Over R9bn will be invested in the Saldanha

Bay Industrial Development Zone in the Western Cape to develop it as an oil and gas hub, including oil rig repair and support vessel maintenance facilities. In addition, the R660m Burgan fuel storage facility in the port of Cape Town has been approved and construction is underway.

Laura Peinke, a business leader at the Saldanha Bay Industrial Development Zone,

says that Operation Phakisa was contributing to the major infrastructure upgrades carried out by Transnet at all ports in the country.

"Operation Phakisa's offshore oil and gas exploration Focus Group envisages drilling 30 exploration wells over the next 10 years, with eventual production estimated at 370,000 barrels of oil per day," adds Thomson. "The Minerals and Petroleum Development Amendment Bill, designed to accelerate offshore oil and gas exploration and development, is currently before parliament for promulgation."

Exploring energy opportunities

Now in its seventh year, Oil and Gas Africa claims to be the largest and only supply chain and engineering exhibition covering the Afro-centric oil, gas and energy industry.

"Oil and Gas Africa 2016 provides the ideal project intelligence networking venue for project operators and ancillary suppliers to explore business opportunities," continues Thomson. "The biennial CIS event is also a valuable portal for African companies to pursue business opportunities in the Western Cape, as well as new emerging markets in sub-Saharan Africa."

The Cape Industries Showcase (CIS) combines the Maritime & Offshore Marine Africa Expo, the Oil & Gas Africa Expo, the Cape Logistics expo, the Refrigeration and Airconditioning Expo and the Empowertec Cape SME Expo in one co-located event at the Cape Town International Convention Centre, from 13 to 15 July 2016. In 2014, CIS attracted exhibitors from 13 countries and visitors from 29 countries.

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Why electricity and water management will never be the same again

"THERE's no doubt that renewable energy as well as smart technology are changing the way power and water utilities operate and deal with their customers. The industry is constantly challenged and presented with new opportunities and it is therefore vital for power and water professionals to share knowledge and collaborate on a regional basis." This is according to Evan Schiff, who heads up the 16th African Utility Week and Clean Power Africa conference and trade exhibition that returns to Cape Town from 17-19 May 2016 – gathering some 6,000 engineers, stakeholders and solution providers from around the globe. The event will feature 250 exhibitors, 250 speakers, a six stream strategic conference, free-to-attend technical conference on the expo floor, three high-profile keynote sessions, technical site visits and the coveted industry awards gala dinner.

Evan adds, "We are very proud of our African Utility Week Advisory Board, which comprises senior decision makers from utilities, large power users, IPPs, consultants and contractors from across the continent. They take a very active role in making sure our programme addresses the latest challenges, developments and opportunities in the power and water sectors: ranging from generation, T&D, metering, clean energy, finance, reliability, water supply or energy efficiency. We will once again showcase many success stories in clean energy; look at bankable power projects and energy storage will be discussed as a possible game changer for energy independence. We also have a strong focus on water for 2016, including the water-energy nexus, water efficiency and wastewater management."

Industry awards

Dr Lawrence Musaba, Co-ordination Centre Manager, Southern African Power Pool

(SAPP) in Zimbabwe is already confirmed as a high-level keynote speaker at this leading annual industry meeting. He says current challenges facing the energy sector include "low tariffs making it difficult to invest, power shortages leading to load shedding, poor maintenance of the electricity infrastructure and poor governance and management." He says, "Moving towards cost-reflective tariffs would be advantageous while attracting the private sector would provide the much needed investment capital." He adds that utilities "should be operated as commercial entities." Musaba was also the recipient of the Lifetime

Achievement Award at the 2015 African Utility Week Industry Awards. Next year, the third edition of the prestigious African Utility Week Industry Awards will again celebrate the triumphs and successes of Africa's leading power and water projects and people in twelve awards categories, including Water Utility Executive of the Year, Clean Energy Project of the Year and Outstanding Woman in Power.

CEO forum

During African Utility Week, the Power Utility CEO Forum gathers C-level executives from Africa's leading utilities together to discuss pressing topics within

the industry and to accelerate cross-border collaboration across Africa. Utility executives from countries such as Nigeria, Uganda, Namibia, Ghana, Malawi, Zambia, Zimbabwe and South Africa are expected to return. For 2016, a new Water Utility CEO Forum will run in conjunction with the Power Utility CEO Forum. Ayanda Nakedi, Executive Director: Renewables, Eskom in South Africa describes the CEO Forum as "an important platform where African utilities could share the challenges and learnings which are critical for survival in a dynamic changing environment. We still have a challenge of electrifying our

dark continent and take advantage of our abundant resources. Africa is full of opportunities." Eskom is again the host utility for the event while the Department of Energy is the host ministry. Other event partners are the South African Independent Power Producers Association and the South African Electro-technical Export Council. Leading global suppliers of technology and services to the sector have already signed up as high-profile partners at African Utility Week, including Accenture, Edison Power Group, KPMG, Landis+Gyr, Rubytad and Shell, who

Dates for African Utility Week and Clean Power Africa 2016:

Conference and expo : 17-19 May 2016
 Awards gala dinner : 18 May 2016
 Site visits : 20 May 2016

Location: CTICC, Cape Town, South Africa

are all platinum sponsors. The African Utility Week and Clean Power Africa trade exhibition will be free when registering in advance and showcase energy saving technologies and services for the industry and feature hands-on demonstrations and CPD-accredited

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

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- Blinds and Shutters
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- Fenestration selection to meet the SANS standard
- Sustainable Cities
- The Zero emission House
- The importance of Surface Finishing
 - How to specify Surface Finish to ensure a long life and the guarantee
 - Importance of a Care and Maintenance Routine

The last session will be a workshop in which the course material will be applied. The presentations and relevant publications and documentation will be provided. The course has been accredited by the Cape Institute for Architects, CIFA, for 1 CPD point.

EARN 1 CPD POINT

www.afsa-aluminium-conference.co.za

Latest packaging trends to be showcased at Propak Africa 2016

THE importance of packaging will take centre stage at Africa's largest packaging, food processing, plastics, printing and labelling trade exhibition, which will afford hundreds of local and international exhibitors the opportunity to showcase their latest products, equipment, machinery and services.

Propak Africa, tak-

ing place at the Expo Centre, Nasrec in Johannesburg, from 15-18 March 2016, will offer visitors the opportunity to see state-of-the-art equipment as well as a vast array of machinery, auxiliary products and services. Visitors can expect to see many leading-edge South African companies in the packed halls, as well as high-profile interna-

tional exhibitors from countries such as India, China, Belgium, Austria, Portugal, France, Turkey, Greece, the UAE and the United Kingdom.

The packaging industry is driven by demands of consumers and latest global trends, which leads to innovative technology developments and product solutions to meet these

needs. Many packaged products on the retail shelves are largely as a result of the collective food processing, packaging, plastics, print and labeling industries, which is why it's so important to showcase these industries together.

"Packaging plays an important role in terms of protection, storage and longevity

of a product as well as being a key influencer at the point of purchase, with brand owners taking great care as to how their products are represented in store," says Corin. "Packaging also extends beyond the FMCG market into medical supplies, pharmaceutical, automotive and industrial, amongst others. It is a

packaging journey using design, machinery, equipment, materials and consumables to deliver the end result. Propak Africa is the perfect showcase of this journey and latest technology and innovation will be on display. Taking place over an exciting four days it will be full of live demonstrations, expansive product displays

and industry experts on the stands."

Specialised Exhibitions Montgomery is a member of the prestigious Montgomery Group, one of the most widely respected exhibition companies in the world with trade shows, consumer shows and specialist projects currently spanning Europe, the Middle East, Africa and Asia.

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Electra Mining Africa is best attended trade show

UFI-AUDITED figures for Electra Mining Africa 2014 confirm that Electra Mining Africa is still the best attended trade show in Southern Africa. Ranked as one of the world's largest mining shows and the biggest mining, industrial, machine tools, electrical and power trade show in Southern Africa, it's long history and credibility has ensured that it has consistently attracted more than 34,000 visitors at each of the past five shows, including two record years of 41,000 and 38,000 visitors.

Over 850 companies exhibited in 2012 and in 2014, whilst total exhibition space in 2014 was 38,000m² net (76,000m² gross.)

More than 70% of exhibition space has currently been sold for the 2016 show, which is taking place from 12-16 September 2016 at the Expo Centre in Johannesburg, South Africa. All indications point to being fully sold out across Halls 5, 6, 7, 8, 9 and 10, all outside precincts and the additional marquees at the 2016 show. International Pavilions have been confirmed for China, France, UK and Turkey.

"Although the mining industry is currently facing tough challenges and general industry remains under tight economic pressure, there is still a need for trade exhibitions and face-to-face interaction with customers," says Gary Corin, Managing Director of Specialised Exhibitions Montgomery, organisers of the show. "Companies need to find solutions that are cost effective, reduce operational spend and focus on streamlining operations for maximum benefit. That's why Electra Mining Africa will be so important next year. Visitors will be able to source new products,

Continued on P20

Africa's Big Seven boosts Halaal opportunities across Africa

AS the annual global demand for Halaal food soars beyond \$1tn, more and more manufacturers, suppliers and service providers are taking advantage of the massive business opportunities supplying Halaal products to Africa's burgeoning Muslim population. Africa's Big Seven (AB7,) is playing an ever-greater role in showcasing the vast variety of Halaal products available from around the world at its renowned Halaal Pavilion. Next year's AB7 takes place from 19 to 21 June 2016 at Gallagher Convention Centre, Midrand.

"The steadily-rising demand for Halaal products reflects the strong growth of the global Muslim population – about 1.6bn people in 2010, which will grow to 2.2bn by 2030," says AB7 show organiser John Thomson of Exhibition Management Services. "There are 75 countries in the world with Muslim populations of over one million people."

The size of the world Halaal market was estimated at \$1.1tn in 2012, and is forecast to reach \$1.6tn by 2018, according to a report commissioned by the Dubai Chamber of Commerce. As a collective category, Halaal is the third largest after China and India.

Growing demand, more producers

Despite a relatively small Muslim population, South Africa has become a leading producer of Halaal products worldwide. It has a comprehensive Halaal certification programme and about half of all retail food and beverage products are Halaal certified. South Africa is also a key gateway supplier to African Halaal markets.

There are a number of big projects underway which will further boost the Halaal industry.

The Western Cape Provincial Government plans to establish a R1bn Halaal agro-processing food park in the province, which will consist of food and beverage manufacturing and service provider companies in the Halaal industry. The Halaal Park is expected to create 5,000 jobs and generate R5bn for the economy over the next five years. KwaZulu-Natal is also considering establishing a similar park.

AB7 – ideal Halaal business platform

"AB7 will provide initiatives such as these a unique platform to access markets in Africa and the rest of the world," says Thomson. "It is the ideal business networking and product showcase event for

Halaal manufacturers, suppliers and service providers from Africa and around the world to explore the many opportunities in Africa's Halaal markets."

AB7 2015 attracted over 260 exhibitors and over 13,500 visitors from 72 countries. 27 of these countries were African – including Benin, Ethiopia, Gabon, Mozambique,

Nigeria, Tanzania and Tunisia. More than 20% of visitors were at the show to procure Halaal products.

A recent study by the Dubai Chamber of Commerce and Industry revealed extensive investment opportunities in south and east African markets, particularly for Halaal food products. "Demand for Halaal-certified

foods has expanded beyond basic meat and meat products to include Halaal franchises, prepared meals, as well as canned, frozen and instant foods," adds Thomson.

The South African National Halaal Authority, (SANHA) has been supporting Africa's Big Seven for over a decade. "AB7 offers participants what

no other expo, show or event can: an inter-Africa, intra-Africa platform for all companies in the food supply chain," says SANHA Public Relations Officer Ebi Lockhat. "Each year, AB7 has a huge influx of international buyers and offers an unparalleled opportunity to access the burgeoning Halaal market in Africa, and beyond."



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Where digital construction begins

THE Construction IT Executive Summit taking place on the 10-11 May 2016 at the Gallagher Convention Centre, Johannesburg. It will provide a unique construction digital summit for construction executives and professionals to benchmark and improve busi-

ness processes and understand the impact on effective strategies for improved information technology processes to promote the Building Information Modelling environment. The IT Summit will be the centre-piece of the digital expo and will showcase how digital and

advanced construction together with BIM and new technologies are changing the face of the construction industry. Summit speakers are top technical execu-

tives from companies including Canadian BIM Council, Autodesk, Graphisoft, Oracle, Asite, Mott MacDonald, Group Five and also featur-

ing top international technology experts.

According to the company, the Construction IT Summit and Expo is THE ONLY practical platform offering vendors and solution providers access to the entire construction information technology life-

cycle. The audience includes public and private sector participants such as architects, estimators, planner's project owners, engineers, IT professionals, facility managers, government representatives, who are the key drivers in the regions' built environment. This

unique event allows for prestigious visibility, interactive networking in exploring the latest trends and technology available assisting delegates in making sense of the potential impact, the improved efficiency and how technology will influence a project on a day to day basis.

Join delegates in understanding the fundamental disruptions currently faced due to the lack of digital technology and how design, construction and facility operations must change accordingly in the private and government sector. Attendees will also be exposed to the new frontier of digital visualisation and experience gadgets with high-tech headsets such as Oculus Rift – into which a client or project worker can step into and visualise his or her project surroundings virtually.

There will be a key focus on collaboration and understanding the BIM Institutes roadmap to tailoring BIM standards for South Africa in conjunction with its partners. It will also assert the education and training required and proposes a context in which efforts have begun on internationally recognized BIM courses for the future academia.

Key features include: 22 hours of live talks, in-depth guidance and support on how BIM, digital and new technologies are transforming our industry.

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Ionizers from SMC take the static out of manufacturing

Continued from P18

neutralized. The air supply is blown onto area that is required.

Although SMC is new to the South African pneumatics scene, it has been operating internationally since the 1950's. The company opened up their first wholly-owned subsidiary on the continent in April this year. A Japanese owned company with offices in 83 countries, the company boasts more than 12,000 components in their product range and an international market share of 32%.

It is investments in R&D and new products such as the ionizer, which has seen this Japanese multinational win the Forbes Innovation Prize for a third time.

Africa's cement, concrete and construction industries are open for business

THE African Construction and Totally Concrete Expo provides a unique gateway into doing construction business across the continent's high growth and high risk markets. The subcontinent requires 40 million tonnes of new cement capacity alone in order to meet rising urbanisation and growth rates with the region's population forecast to grow from 1.1 billion people in 2013 to 2.4 billion by 2050.

Both industry titans and new entrants into the local marketplace find value in the African Construction and Totally Concrete Expo experience because the platform provides an outlet for construction business development alongside practical insight into managing daily operations in the African context. The event unites the world's leading pioneers of concrete, bringing together African and international expertise with more than 80 world-renowned expert speakers that share their expertise into new insights and aspects of concrete.

One of the featured spotlight speakers at the 2016 event is Thierry Bogaert, CEO of Bogaert Architecture in France and pioneer of industrial architecture. With more than eighty major schemes in 20 countries, Bogaert participates regularly in the design and modernisation of industrial facilities or, more prosaically, in their visual regeneration. Some of his flagship projects of honourable mention include the complete modernization of the Beffes cement plant in France, the spectacular face-lifting of a factory near Istanbul in Turkey, the design of grinding plants in La Rochelle, France and in Kampala, Uganda, as well as a central and operation building for a gas plant in Qatar.

"My specific expertise has naturally led me towards theoretical research into the factory of the future for the benefit of large industrial groups on the margins of COP 21 in Paris," says Bogaert of his contribution to both architecture and industry.

In addition to his extensive architectural expertise, he is full of passion for concrete and its unlimited design opportunities. Thierry Bogaert has also created a luxury perfume, Voile de Béton, to capture the mineral and urban beauty of concrete in a light, fresh scent and promote the endless possibilities of the world's most widely used building material. Every year the conference content is informed and overseen by an Advisory Board that members represent expertise across the cement, construction and concrete markets, thus creat-

ing an event designed for the industry by the industry. The 2016 Advisory Board includes a comprehensive range of 22 international experts from Dr David Lambertin, Researcher in the Laboratory of Physical Chemistry of Cementitious Materials at the French Alternative Energies and Atomic Energy Commission to Joe Osae-Addo, CEO of Constructs LLC

in Ghana and Prof John Provis who specialises in cement materials science and engineering at the University of Sheffield in the United Kingdom.

Over the course of three days, the 2016 edition of the event brings together more than 6,000 construction experts from more than 40 countries worldwide to facilitate an interactive exchange of knowledge and promote

public and private sector collaboration within the industry. The conference offers innovative and interactive content delivery that addresses strategic issues affecting infrastructure delivery and discusses the latest developments and technologies associated with the cement, concrete and construction industries. "African Construction and Totally Concrete

Expo, with endorsement from the Concrete Society of Southern Africa, is Africa's leading platform where concrete innovation transforms research into practice," says John Sheath, CEO of the Concrete Society of Southern Africa (CSSA,) of the event. An indoor-outdoor exhibition showcases the latest products and solutions available to deliver projects on time and on

budget and offers free technical training workshops aimed to promote capacity building and skills development for the local built environment. Endorsed by more than 80 media and association partners and sponsored by Marley Building Systems, PPC, AfriSam, Pan Mixers South Africa (PMSA), FAW, Bosch,

Priedemann and Stihl, African Construction and Totally Concrete Expo is the only all things cement, concrete and construction event in Africa that provides the entire industry ecosystem with the tools and solutions to navigate Africa's high growth markets and ensure ROI on projects of all sizes.

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- Get inside access to critical stakeholders defining the DRC's investment climate
- Network in an intimate, high level forum providing hours of networking opportunities amidst DRC's public and private sector cement industry stakeholders with facilitated access to French/English simultaneous translation

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Bri-Ton Liftmaster's 30-year success story

WHILE 1986 was perhaps one of the darkest years in South Africa's recent history, it will also be remembered as the year that the Soviet nuclear reactor at Chernobyl exploded and Halley's Comet reached its closest point to the Earth. But there were a few bright spots – Argentina won the FIFA World Cup in Mexico beating Germany 3-2 in the final and closer to home, Chris Vermeulen started a small lifting equipment servicing company Bri-Ton Industrial Cape manufacturing overhead cranes and general lifting equipment sales, service and repairs. Bri-Ton Industrial Cape subsequently amalgamated with Liftmaster (Pty) Ltd. and traded under the name Bri-Ton Liftmaster cc.

Vermeulen – with his extensive experience in lifting equipment gained from many years with OTIS, Murray and Stewart, G Derry Liftmaster – began a business of servicing a wide range of industrial cranes and hoists with a staff of just six, which prospered and soon outgrew the original premises necessitating a move to Goodwood, then Montague Gardens.

Vermeulen's two sons, Sheldon and Sidney followed in father's footsteps and applied traditional family values of honesty, integrity and responsibility, learning the trade from the bottom up, in the stores counting nuts and bolts. Through education, application and experience they were able to take on more responsible hands-on roles in the business – Sheldon in management and Sydney as a master technician.

The two boys – now men and both qualified technicians – became directors of the firm when Chris suffered a debilitating illness in 2004, which side-lined him for seven years.

"From being a purely service based organisation maintaining and repairing other manufacturers products we saw an opportunity to engage in manufacture, believing that we could produce products that were of superior quality than most others on the market. Our prices weren't the cheapest, but our commitment to quality and reputation for service excellence established a niche in the marketplace which has stood us in good stead ever since."

"It is perhaps this commitment to customer service that has been the foundation of the business – we offer customers a 24h/day, 365 days/year guarantee of service back-up that is unrivalled in both the lifting business and our diverse operations of roller shutter doors," says Sheldon.

Roller shutter doors

Building on the sound foundation laid by their father, Sheldon and Sidney were instrumental in diversifying the business from purely lifting to the supply and servicing of roller shutter doors.

"Our entry into the roller shutter doors business in 2001 occurred in much the same way as with lifting equipment; our lifting clients often complained about poor quality and lack of service from suppliers of roller shutter doors and asked if we couldn't assist them with repairs.

We investigated the market and thought that we could do better and we have, applying the same quality and service principles that is the backbone of the lifting business. Manufacture started from scratch with our own designs in 2011," he explains.

"A roller shutter door is almost always a security element and when the door doesn't operate or is damaged in an accident, the business or property owner needs that door fixed now, not in three days time or next week. We guarantee immediate response that has been borne out by statistics compiled by Pragma – the building services and asset management consultants that monitor service providers' response times for many of the country's largest retailers and food wholesalers. They independently substantiate our claim of superior service excellence."

The roller shutter door business, said Sheldon, has grown from about 30/month to a current production of 130 doors/month all custom built and incorporating pressings and machined components designed and manufactured at its 1,200m² premises in Stella Road in Montague Gardens.

Training programmes

In order to keep standards and its reputation at a high level, Bri-Ton have developed its own training programmes.

"When we entered the roller shutter business we looked for technicians and artisans that had similar previous experience but quickly found that few met our high standards. That

led to us developing our own training courses and insisting that 85% was the minimum pass rate for our skilled technicians. That doesn't mean that we discard those who don't meet those standards, but they achieve assistant status with an opportunity to improve over time."

"We are mindful that whilst the lifting industry is tightly regulated by SANS, the Dept. of Labour and the Engineering Council, no such regulation exists for the roller shutter industry. Even moderately sized doors can weigh more than 1,000kg and door or mechanism failure could result in serious injury or even death" he says.

The regulations surrounding the lifting industry require such equipment, cranes, hoists, chains and slings to be regularly certified by approved inspectors with an LMI qualification and employed by a LME – Lifting Machinery Entity. Bri-Ton scores on both counts with its senior technicians possessing this qualification and the firm itself being registered and approved by the Department of Labour. Bri-Ton Liftmaster has a total of four registered Lifting Machinery Inspectors.

And what of the future and the next 30 years?

Says Sheldon, "More

of the same – honesty, integrity, high quality standards and good service brought us to where we are today. It's a winning formula that is difficult to emulate and one has to be passionate about the business and constantly monitoring performance and looking for ways to improve."

"We have some exciting new products in the pipeline including a vertical acoustic sliding door, which has been supplied to Cape Town Film Studios and has applications in film studios around the world which may well lead us into the export business" he concludes.

General lifting tackle

Bri-Ton Liftmaster range covers goods hoists up to 20t capacity and overhead cranes of 20t capacity with spans

of up to 25m. Almost all equipment required for below-the-hook lifting is supplied including:

- Cable reels
- Chain blocks
- Chain slings
- Crane and hoist components
- General wire rope for cranes, winches etc.
- Lever blocks
- Lifting attachments
- Load limiting devices
- Low headroom crawl various as required
- Materials handling
- Pallet trucks / jacks
- Permanent magnet lifter
- Plain crawls, motorised crawls, chain

operated crawls

- Radio control remote systems
- Skates
- Trolley clamps
- Webbing slings, flat duplex and endless round slings
- Wire rope pulling hoists / manual
- Wire rope slings

Roller shutter doors

A full range of industrial roller shutter doors are manufactured in widths up to 9m according to customer specifications. Doors can be specified as crank operated or motorised and virtually all components are manufactured in-house to high quality specifications. Bri-Ton Liftmaster offer a 12 month guarantee on its products and a 24h/d, 365 d/year call out service.



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Year of belt-tightening ahead for fleet managers

WITH economic relief unlikely any time soon, South African fleet managers are set to continue in belt-tightening mode through the coming year which will bring relentless pressure to reduce costs and to squeeze every bit of value out of their vehicles before replacing them.

The most obvious characteristic of 2016 from a fleet management point of view will therefore be slow new-vehicle purchases and fleet expansion in line with weak economic growth, predicts Dr David Molapo, Head of Standard Bank Fleet Management. This will apply especially to the sectors hit hardest by the economic downturn, namely manufacturing, mining and agriculture.

The only certainty seems to be continued uncertainty about all the major economic factors that bear down on fleet management – the price of fuel, inflation, the exchange rate, the interest rate and the growth rate.

“The resultant lack of confidence among companies to invest in fleet is likely to bring a contradiction of sorts to the fore in the coming year,” says Dr Molapo.

One would expect that in such difficult conditions, fleet managers would eagerly embrace the many tools that are now available to increase fleet efficiency and reduce costs – telematics, managed maintenance, full maintenance leasing and value-added products and services linked to fleet cards.

Yet the uptake of these cost-saving tools is subject to the very same budget constraints as those pertaining to the replacement of vehicles. Even though these systems will certainly decrease costs of any fleet using them, companies balk at the upfront costs to implement and install them.

Many are considering the adoption of fleet management tools, but under current conditions every decision is made very slowly and cautiously as businesses turn over every penny before spending it. Ironically, therefore, the prediction is that the take-up of efficiency systems will only start picking up once the economy returns to health again.

But Dr Molapo believes that the slow take-up of fleet-efficiency systems

goes beyond financial considerations.

“How many companies out there actually know that these products and services exist and what they can do to reduce costs? In large companies with dedicated fleet managers, sure, they use these tools, but it would appear that

a number of SMEs (small and medium enterprises) and smaller fleets either simply don't know about them or have other cash flow priorities.”

The coming year therefore provides ample opportunity for fleet management services to educate the market further. What

may help this process in 2016 is the further conversion of value-added fleet services into single, holistic management platforms.

The information technology revolution has led to the development of several disparate information streams for fleet managers, with telemat-

ics generating huge amounts of data from the road and fleet cards from service stations. Service providers such as banks and telematics operators are increasingly exploring opportunities to cooperate to provide fleet managers integrated systems such as a single web portal to collect and crunch

all the information they need for precision management of their fleets.

Safety is likely to remain a top worry for fleet managers in the year ahead, says Dr Molapo. Economic uncertainty amplifies the seriousness of every incident, as companies are less able to absorb

setbacks. Concerns include road safety as well as crime, especially around truck hijackings which showed an eye-watering 29% increase in the most recent release of official crime statistics, with car hijackings increasing by 14%. However, a look

Continued on P21

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Serco riding high into the New Year



Clinton Holcroft, Serco managing director.

2015 has been an encouraging one for leading South African truck body and trailer building company, Serco, with innovative solutions and additional orders from new clients being key to the sales growth in excess of 20%, registered this year.

This growth took place in local and neighbouring countries, "largely through Serco striving to deliver a high-quality product and tangible solutions," states MD Clinton Holcroft, adding that this drive is underscored by the company's multi-million-rand facility expansion in Durban.

The company with branches in Durban, Johannesburg and Cape Town attracted more than fifty new clients in the first six months of

this year showing that their efforts are being successful.

Holcroft said the performance of the Johannesburg branch in particular was impressive with volumes increasing by more than 50% over last year.

"Our move into new and improved premises there last year and a huge effort from our team have obviously had something to do with that achievement."

"The weaker rand has started putting cost pressure on some of our buyouts and input materials, so there is some pressure on our margins, however, the last quarter of the year is traditionally our busiest period, but I suspect there will be a slackening off at the beginning of next year," said Holcroft.

"Extensions to our Durban factory are complete and I am very pleased with the result. Our focus in the New Year will be to commission the new panel manufacturing equipment we have invested in, which will set a new standard for us in terms of panel strength and thermal efficiency of our refrigerated bodies."

"The extensions will enable us to double the production of refrigerated and dry freight trailers should the demand be there."

Discussing the advantage of locally manufactured products over imported ones, he said local manufacturers had a good understanding of local conditions and were able to customise products to suit local conditions which

are acknowledged as being tough because of the high levels of abuse and damage. The ease and relative low cost of repairs are also an advantage enjoyed by locally manufactured vehicle bodies.

"Serco has managed to grow volumes and currently has a healthy order book based on good quality and innovative solutions such as our lightweight construction offering improved payload for transporters. We have also introduced various new innovations such as our high volume stepped decked trailers, which are proving popular for cross border transport and local bread distribution."

"While we are concerned about the general lack of growth in the South African economy impacting demand in the New Year, we believe the new technology we have invested in and the on-going improvements in our efficiency will help us to sustain the momentum we have created. Further many fleet owners have ageing equipment, which tend to become increasingly costly to run and less reliable over time, which should be an added incentive to upgrade to new models featuring increased payload and new innovative technology," said Holcroft.

Comprehensive and tailored fleet management solutions

MODERN day fleet management systems and processes should be aimed at reducing overall expenditures through cost-effective deployment of resources such as vehicles, fuel and spare parts. It's therefore easy to understand why so many fleet operators look toward third party vendors or outsourcers to assist in providing or running fleet management systems or processes.

For Innovation Group, it's all about the concept of creating a comprehensive fleet management solution tailored to fleet owners' specific needs. Ricardo Coetzee, Managing Executive for Automotive at Innovation Group, believes that what sets Innovation Group apart from other fleet management services is their flexible business model and all-inclusive product suite.

"The entire package of services associated with keeping a vehicle on the road, from tyres to services, can be outsourced," says Coetzee. Innovation Group's fleet management solution incorporates: comprehensive maintenance, managed maintenance,



service scheduling and booking, technical inspections, supplier management, roadside assistance, accident management, accident assessments, end of contract appraisal and disposal as well as fines and licence management. A full range of Value Added Products is offered alongside the fleet management offering to provide a full suite of options to fleet owners.

"Managed maintenance is an integral part of our fleet management offering," explains Coetzee. "Through our extensive servicing, repair and maintenance network we can minimise vehicle downtime and drive down the risks associated with defective vehicles."

Another key component is the Pro-Active Breakdown Assistance

service, which includes roadside assistance, flat tyre assistance, battery jump start, towing services, car lockout service, emergency fuel delivery and message relay service. In the case of a client's fleet breaking down, an incident alert will be sent to Innovation Group's contact centre via an app, electronic device or telematics. The app has a built-in panic button that drivers can press in case of emergency. An alert is sent to the Contact Centre to contact the client and arrange immediate assistance.

"We offer a one stop shop for fleet owners, corporate clients and consumers. We aim to transform the fleet industry by proposing more innovative solutions to suit the need of the client," concludes Coetzee.

Electra Mining Africa is best attended trade show

Continued from P12

equipment, machinery and the latest systems and services, which will address these operational and business needs."

An exciting innovation for 2016 is the launch of Power Ex, an electric power and energy showcase that will run alongside Electra Mining Africa. The show will focus on power generation, transmission and distribution, application and renewable energy. There are many synergies

between Electra Mining Africa, Power Ex and Elenex Africa, and Corin says they are excited about this new addition.

Electra Mining Africa will be supported by a programme of content-rich conferences and workshops running alongside the co-located exhibitions. They will provide a platform for industry leaders to discuss issues and challenges they are currently facing.

"The visitor experience at Electra Mining Africa is educational, enjoyable and greatly beneficial," says Corin. "We will enhance this experience further through the expansion of our local and international visitor programmes. We will be introducing a dedicated African Visitor VIP campaign that will look to attract a higher number of neighbouring African visitors next year."

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Implication of 'water shedding' on business operations and insurance

DROUGHT conditions have many devastating effects on communities and the surrounding environment. While the devastating effects of drought are first realised within the agricultural sector, the ripple effect into other sectors and consumers' personal lives is quickly felt.

This is according to George Davis, Head: Construction and Engineering at Risk Benefit Solutions (RBS,) one of South Africa's largest independent insurance and risk specialists, who says that this has already become evident with the implementation of water restrictions in Gauteng last week.

"Businesses – across all sectors – need to start realising the potential devastation and associated costs that can arise from the current drought

conditions, and should be implementing risk management strategies accordingly."

South African Water Minister, Nomvula Mokonyane, was recently quoted stating that South Africa is currently experiencing its worst recorded drought since 1992, and as a result two of the nine provinces - Mpumalanga and Limpopo – have been declared disaster areas for agriculture.

Davis says that while the agriculture sector has already been severely impacted by the drought, many sectors, such as energy and manufacturing, also require water for their processes.

"The water restrictions are put in place to preserve water for the long term. While it may seem an inconvenience for consumers, communities need to

ration water consumption in order for the reservoirs and streams to be replenished. This is vital to ensure that the needs of utility companies and industries that require water to operate are met, as well as the wellbeing of the local ecosystem as a whole. During times of drought, water may become polluted due to the lack of rain water to dilute industrial and agricultural chemicals. This toxic water can be harmful to plants and animals that use it, as well as make it difficult to purify for human consumption."

He says that a prolonged drought could also reduce electricity generation. "Most power generation processes depend on the use of water for hydro-power or coal-burning and nuclear plants.

Continued on P23

APEX hose pumps replace PC pumps at South African waterworks

A major waterworks in South Africa is benefitting from the temporary installation of Bredel APEX15 hose pumps from Watson-Marlow Fluid Technology Group. The APEX pumps have been preferred over progressive cavity (PC) pumps in an application that sees metering of bentonite into the source water to help flocculation. Bentonite is a crystalline quartz (naturally occurring) clay product. The abrasive nature of the substance can cause costly damage to the PC pumps, a factor that is not encountered when using APEX technology.

State-owned Umgeni Water is the largest supplier of bulk potable water in the Province of KwaZulu-Natal. The organisation currently supplies 426 million cubic metres of potable water to its six municipal customers.

Conventional treatment methods for re-



moval of suspended and colloidal material from water include chemical coagulation of small colloidal particles and flocculation of the small particles to form larger flocs or aggregates. Bentonite is added when the water to be flocculated contains too few particles for effective flocculation.

Several Umgeni Water plants have experienced difficulties with their PC pumps as a result of bentonite metering, which typically takes place around once a month on average. Upon start-up, the PC pumps will immediately run dry due to the properties of bentonite. Suction lines can some-

times become blocked and the pump stator is subject to damage.

With this in mind, the introduction of bentonite metering processes at Umgeni Water's Amanzimtoti waterworks a short distance south of Durban, set the company thinking about alternative pump technology. After a review of the market, the pump of choice proved to be a Bredel APEX15 hose pump from Watson-Marlow.

The application at Amanzimtoti sees bags of bentonite offloaded into a 3,000 litre holding tank and then mixed. Using the Bredel APEX pump run-

ning at less than 3 bar, the abrasive liquid is then pumped so that the solids are kept in suspension. Crucially, the two APEX15 hose pumps, can be reversed if blockages are encountered, then run in the correct direction again once clear. As a result, reliability has improved significantly at the Amanzimtoti plant in the three years since the pumps have been installed

Designed to suit all metering and transfer applications from 2.8 to 6,200 litre/hr flow across a broad range of applications, APEX pumps are now a preferred choice for processing plants worldwide. Offering a robust and compact direct-coupled design, these innovative hose pumps are engineered for uptime and process continuity.

*Watson-Marlow did not do the temporary installation referred to in the article.

Year of belt-tightening ahead for fleet managers

Continued from P19

at the real numbers – a total of about 1,300 truck hijackings per year – shows that the scourge remains below previous peaks.

The carbon tax which is set to kick in next year, on the other hand, do not seem to keep fleet managers awake at night. Dr Molapo says all indications are that the carbon tax is simply seen as an additional tax by the industry, and will do little to pique interest or change vehicle preferences. This may only change one day

when government starts introducing carbon levies based on actual vehicle performance, in line with some European practices.

Perhaps the most optimistic aspect of the coming year is the continued rise in the status of fleet management itself.

"A new generation of fleet managers are increasingly making their presence felt. They tend to be tech-savvy and unencumbered by traditions that inhibit the take-up of economically

sensible practices such as full maintenance leasing. At the same time, they are entering an industry where fleet management is increasingly seen as a professional speciality in its own right, rather than an administrative side-line. This is evident in a growing number of fleet-management courses available," says Dr Molapo.

Fleet management itself is in good shape, even though managing a fleet in 2016 is going to be challenging.

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Huge demand for solar power in Africa

AFRICA is often considered and referred to as the “sun continent” - the continent where the sun’s energy is the most powerful. Africa receives many more hours of bright sunshine than any other continent of the earth and Africa’s days are marked by clear skies and warm days.

The Africa Energy Indaba Exhibition recently conducted a survey amongst visitors from its previous years’ events, as well as among high profile conference delegates and speakers. The most pressing revelation emerging from the survey is that there is a huge demand for solar in Africa. The participants stated that they want to meet more solar and allied companies exhibiting so that they can access these products and services.

The solar opportunity is focused on access to products and services relating to solar in residential, commercial, solar parks and large scale renewable energy projects in Africa.

Given this exciting research and the tangible opportunity in solar that is ripe for the picking we are urging solar developers, product suppliers and allied industries to exhibit and take up the solar opportunity to do business.

With nearly 600 million people without access to electricity in Africa today, the solar opportunity is massive for business. A new breed of “solarpreneurs” is emerging, increasing access to power and generating revenues.

These emerging businesses are active-

“A new breed of ‘solarpreneurs’ is emerging, increasing access to power and generating revenues.”

ly wanting to source products and services to meet the massive demand for solar as a solution to provide access to power. Solar is a valuable source of distributed energy and in many places in sub-Saharan Africa, populations are quite dispersed. Solar is modular so it can be sized to fit the needs of anywhere, from a light to a business, household to an entire village as well as providing a solution to large manufacturers.

The 2016 Africa Energy Indaba will take place on the 16 - 17 February 2016 at the Sandton Convention Centre, Johannesburg.

AT a briefing ahead of POWER-GEN Africa and DistribuTECH Africa 2016, industry stakeholders highlighted some of the key issues in African power today.

Local and international power sector stakeholders cited sustainability, alternative energy, smart grids and integration of IPPs as some of the top of mind issues in the industry today, during a briefing session in preparation for next year’s POWER-GEN Africa and DistribuTECH Africa conferences and expo, which will take place from 19 - 21 July 2016 at the Sandton Convention Centre in Johannesburg.

At a briefing held in Johannesburg for current and prospective exhibitors, partners and Advisory Board members to discuss key topics to be considered for the 2016 POWER-GEN Africa and DistribuTECH Africa conferences, event organisers PennWell noted that these issues were reflected in the 2016 conference theme ‘Creating Power for Sustainable Growth.’ Nigel Blackaby, Director of International Conferences at PennWell, urged industry leaders to submit abstracts and proposals on key discussion points, ahead of the event Advisory Board deliberations to be held early next year.

Willem de Beer, Chair of the POWER-GEN Africa and DistribuTECH



From left to right: Renita Moonsamy, Vice President at LontohCoal Asia Limited and member of the POWER-GEN Africa and POWER-GEN Asia Advisory Boards; Dr. Willem de Beer, Chair of the POWER-GEN Africa and DistribuTECH Africa Advisory Board and Sisa Njikelana, former MP and chair of South African Independent Power Producers Association (Saippa)

Africa Advisory Board, said that while changes in the market presented challenges, they also presented opportunities.

“International investors see what we may overlook - that Africa’s power challenges and ageing infrastructure present opportunities to create more sustainable infrastructures, implement global best practices and introduce smart grids,” he said.

Sisa Njikelana, former MP and chair of South African Independent Power Producers Association (Saippa) said that while the South African government had shown commendable willingness to open the playing field to independent power

producers, the regulatory framework still threatened to undermine its best intentions.

“POWER-GEN Africa and DistribuTECH Africa offer good opportunities for public sector officials to engage with stakeholders on regulatory issues and discover international best practice in terms of regulatory frameworks,” he said.

Njikelana noted that new and emerging technologies such as smart grids and hydrogen fuel cells presented significant potential to deliver solutions to Africa’s power challenges. Hydrogen fuel cells promise clean energy and beneficial spin offs for other sectors, such as mining, he said.

Renita Moonsamy, Vice President at LontohCoal Asia Limited and member of the POWER-GEN Africa and POWER-GEN Asia Advisory Boards, said many of Africa’s power challenges were in line with challenges faced by the power sector around the world.

“Inherent issues are legacy equipment, emissions control, capital for build programmes and the coal versus renewables debate.” South Africa, she noted would have to face the challenge of integrating renewables over the long term, in line with the expected depletion of coal reserves. “The country must consider whether renewables will meet baseload level, and

what 50-year strategies to adopt around coal versus renewables.”

Phineas Tlhatlhetji, Senior Manager: Substation Engineering at Eskom, said one challenge facing power producers across Africa at the moment was that of asset management, particularly as urban spread took settlements closer to power infrastructure.

“Another key focus for the sector is the integration of renewables. It is not just a case of integrating renewable power into the grid: there is the technical aspects, planning and potential impact on the network to be considered,” he noted.

Sindi Mzamo, COO of Edison Power Group, said distribution and smart grids were among the biggest issues in African power today.

“We need to unlock integrated, pan-African projects that can contribute to the continent’s economic growth as a whole,” she said. “Power is key to economic development, so we need to look at how we can sustainably and efficiently capitalise; look at alternative and renewable power sources, and devise an effective pan-African power infrastructure strategy. POWER-GEN Africa and DistribuTECH Africa present an ideal platform for stakeholders to influence government decision-makers to start aligning resources in a sustainable way,” she said.

Noting that PennWell has a 105-year history of providing cutting edge information to the industry, Blackaby called on power sector experts to make submissions to the POWER-GEN Africa and DistribuTECH Africa Advisory Boards before they meet in January to shape the themes for the upcoming conference. The next POWER-GEN Africa and DistribuTECH Africa will be held at the Sandton Convention Centre from 19 - 21 July 2016. Attracting over 2,000 delegates and over 80 exhibitors from across Africa and abroad, the co-located POWER-GEN Africa and DistribuTECH Africa conference and expo serve as a key information sharing hub for the continent’s power sector stakeholders. In 2015, the events attracted high-level decision-makers from government and the private sector across countries including Botswana, Ghana, Lesotho, Rwanda, Swaziland, Tanzania, Uganda, Zambia and Zimbabwe, with growing interest reported from across the continent.

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Yokogawa delivers control system for hybrid-flywheel energy storage plant



YOKOGAWA announced that Yokogawa Ireland, a branch office of the subsidiary Yokogawa United Kingdom, has delivered a control system for Europe's first hybrid energy storage plant in Rhode, County Offaly, Ireland. The hybrid energy storage plant was officially launched and opened on 4 November by Schwungrad Energie, the owner and operator of the facility. Schwungrad Energie has developed this hybrid power storage system in collaboration with the Department of Physics and Energy at the University of Limerick, and will work with the Irish transmissions system operator to connect the plant to the power grid as a demonstration project under its Smart Grid Programme. The Rhode hybrid demo project comprises of two Beacon Power 160kW flywheels and Hitachi Chemical valve regu-

lated lead acid batteries of up to 240kW. The plant will have a maximum import capacity of 400kVA and maximum export capacity of 422kVA when completed. The flywheel system, with very high cycling ability, can rapidly absorb short-term excess grid energy and generate energy as needed by grid operators. Batteries can provide energy over longer durations but have more limited cycling capabilities. The hybrid flywheel will assist in disruption mitigation, during times of unexpected demand or sudden changes in energy supply/demand. After the completion of construction, the plant will enter a test operation phase from February 2016. The Schwungrad Energie plant will be the first field test of a hybrid-flywheel energy storage system in Europe. Yokogawa deliv-

ered the FA-M3V high speed controller and the FAST/TOOLSTM SCADA software to monitor and control the amount of energy that is stored in the flywheels and the charging/discharging of the lead acid battery. In addition, Yokogawa provided an Exaquantum-TM plant information management system that allows Schwungrad Energie to historize and analyze plant data whilst easily transforming this data into usable, high-value, widely distributed information. The company was also responsible for the engineering, installation, and commissioning of these solutions. Backed by this project, Yokogawa will actively continue in its efforts to win orders and strengthen its position in the power industry through the provision of grid-connectable power storage systems and other solutions that can help to build a sustainable society.

Master Power Technologies keeps Vodacom's network resilient

MASTER Power Technologies (MPT) provided Vodacom South Africa with two mobile data centres to ensure the operator can keep its communications network running in the event of an unforeseen catastrophic incident. The mobile units were designed to fit on mobile trailers which can be deployed to any Vodacom site in South Africa within 48 hours. Fred Weber, senior specialist, technology projects at Vodacom says MPT was previously tasked with providing data centres and power generation containers last year. These solutions have been placed at sites around the country to provide indefinite, independent backup power to the communications giant. The mobile recovery solutions are built on the same principle, but with the proviso that they fully comply with the road ordinances and statutes. Each mobile data centre is fully self-sufficient

and contains power backup capabilities with on-board generators as well as the required networking systems, fire suppression, air conditioning and security technology to ensure the units are safe in almost any eventuality. The mobile units are capable of operating independently of any of the existing site's power infrastructure and utilities. "The primary benefit of the mobile recovery solutions will be the assurance of continuous network operation, regardless of events and circumstances that may arise," explains Wouter Vermeulen, MPT Data Centre Specialist. Due to the space restrictions MPT had to work with, Weber says there were a number of innovations in the design. Some of these include the effective fitment of the HVAC condensers in the rear doors, the installation and safe placement of the standby diesel power generator

within in the mobile facility, the use of Novec 1230 ozone friendly gas suppressant, and the effective fitment of power distribution panels and equipment. This was complemented by the installation of numerous secure network cabinets in this confined space. The project took eight months to complete the design, construction and testing of the mobile centres at MPT's headquarters in Randburg. Once the systems were fully tested they were handed over to Vodacom and the communications giant conducted a live test at its mobile telephone exchange in Midrand. The test ran smoothly with no reported loss of service. Weber notes that while they are designed as disaster recovery or prevention facilities, they are treated as fully operational and independent data centres and are monitored by Vodacom's network management centre.

Furthermore, regional operations personnel continuously update the software and hardware in these facilities to keep them on par with existing permanent facilities and to ensure the network equipment is synchronised with the Vodacom network. Currently, all Vodacom sites have been upgraded to include external and independent connectivity options to ensure the mobile recovery solutions can be deployed and connected immediately to bring the mobile network into full operation in as short a time as possible. What's more, the facilities can also be used as substitutes to prevent any downtime when a site needs to be upgraded. The mobile recovery solutions are now ready for any emergency. One is located in Pretoria where it will serve the northern parts of the country. The other is in Bloemfontein to serve the southern regions.

Implication of 'water shedding' on business operations and insurance

Continued from P21

Therefore if water use is restricted, power plants may need to be shut down. This challenge is escalated when the drought is accompanied with high temperatures, driving an increased demand for temperature controlled environments." With the South African Weather Service1 reporting that the current dry weather conditions will likely continue into March 2016, Davis says that it is becoming increasingly clear that businesses need to be making provision for water shortages within their risk management strategy. "If a business' industry is heavily reliant on water to manufacture or produce certain products, the lack of

water will have a direct impact on the business' balance sheet. He stresses that businesses need to know that such an occurrence is not an insurable event. "Insurance sometimes provides a false sense of security for businesses, but owners should not be relying on their policies to cover losses associated with water interruptions. "Most insurance policies for industry will contain specific exclusions such as 'the deliberate withholding by the supply authority of water, electricity, gas, fuel, steam or refrigerant'. Insurance will therefore only respond to an unexpected, unforeseen or sud-

den event." Davis says it is for this reason he stresses that businesses who will be impacted by water supply interruptions review their risk management strategy. "Depending on the type of industry and location, businesses could install additional water tanks. Alternative supply through bore holes may be considered, but a long term drought would most probably render the bore hole dry. "A risk management strategy will therefore ensure a business is adequately covered for possible risks arising from water shortages – both from a damages and liabilities standpoint," concludes Davis.

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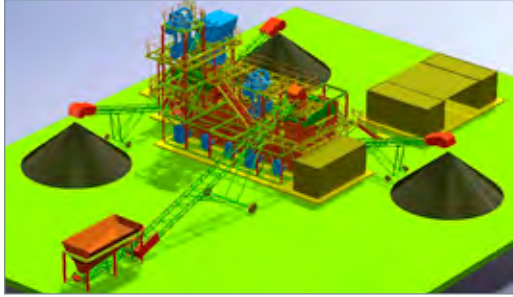


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FLSmidth enables quick access to gravity separation plant



Engineered as a plug and play solution, the integrated modular process plant has been designed for optimum recovery and has at its heart the well proven REFLUX Classifier (RC) from FLSmidth.

ONE of the major advantages of the FLSmidth Modular REFLUX Classifier Plant, which is suitable for fines gravity separation applications, is that it can be configured for specific requirements and is quick to install and commission on site within a relatively short period of time.

This integrated engineered modular solution has at its heart the well proven REFLUX Classifier (RC) from FLSmidth. Already well proven in the mineral beneficiation of fines in Asia, Australia, Africa and North America, use of this technology effectively improves the performance of gravity separation circuits over existing technologies such as spirals and hydrosizers.

Ricus van Reenen, senior account manager at FLSmidth, says the

modular RC plant enables customers to take advantage of the benefits of RC technology as well as to leverage the flexibility that modularity gives to an operation.

Each section of the modular plant is contained within the dimensions of a 20ft shipping container and the combination of these sections or containers allows the plant to be configured according to process requirements. The configuration is easily adjustable to accommodate the changing process or ore conditions within given parameters, and this offers even greater flexibility. The plant can also be easily relocated to where needed; i.e. from one site to another.

Rapid on-site installation is possible as the frames of each modular section are easily assembled and locked

together. All that is required is an 80ton mobile crane and a rigging team. Assembly is done under supervision of FLSmidth technical personnel who will hot commission the plant.

The equipment technologies selected for the modular plant are all FLSmidth and interface optimally with the RC. This ensures the feed material is correctly prepared prior to it reporting to the RC so that it operates correctly and to specification. In addition to the operational advantages that come with using technologies from one source, customers can leverage this single point of contact from an on-site support perspective as well.

Typically the modular fines separation plant would include pumps, screens, dewatering equipment, cyclones and conveyors. The entire modular RC plant is automated using advanced instrumentation and control. All process parameters are monitored to ensure optimum performance. This allows for more consistent operation and therefore better recoveries.

The modular RC plant can also be integrated into a brownfields plant where the RC is retrofitted to replace less efficient technology.

Superbolt multi-jackbolt tensioners for efficient tightening of bolts for pumps

BMG's Superbolt multi-jackbolt tensioners, which form part of the Nord-Lock range, are designed to reduce downtime and eliminate unsafe and laborious bolting methods for pumps and pumping equipment, particularly in harsh operating conditions.

"These multi-jackbolt tensioners replace or retrofit nuts and bolts on pumps and only require hand or air tools for installation and removal of any size tensioner," says Ryan Bassett, senior product manager, BMG's fasteners, tools and equipment division. "Bolts on pumps and pumping equipment need to be easily removable during maintenance procedures, but must resist the loosening effects of vibrations and dynamic loads.

"This quick and efficient bolting method is based on a design which splits one big torque into a number of smaller ones. Superbolt, which has numerous advantages over conventional bolting products, ensures joints can be tightened with high accuracy, without the need for specialist skills or heavy tooling. Tightening in pure tension allows higher pre-

loads on the same size bolt than conventional tightening methods.

"By generating a preload high enough above the separating forces means bolting will not vibrate loose on properly designed joints – this eliminates costly downtime. Added elasticity increases fatigue life of the bolted joint. Installations are safe because only small hand tools are required. This means there are no safety hazards from immense hydraulic pressures, no pinching hazards, no need for the lifting of large tools or sockets breaking under high pressure.

"Multi-jackbolt tensioners are easy to install, even in confined spaced and although there are multiple jack-points to tighten, by using hand or air tools, installation times are faster than other bolting methods."

A conventional bolting system, like the sledgehammer, gives little control, is inconsistent and can cause injuries. Thermal tightening, crane and hydraulic wrenching and hydraulic tensioning are often costly, inaccurate, time consuming and unsafe.

Superbolt devices



BMG's Superbolt multi-jackbolt tensioners, which form part of the Nord-Lock range, are designed to reduce downtime and eliminate unsafe and laborious bolting methods for pumps and pumping equipment, particularly in harsh operating conditions.

are threaded onto a new or existing bolt, stud, threaded rod or shaft. The main thread serves to position the tensioner on the bolt or stud against the hardened washer and the load bearing surface. Once positioned, actual tensioning of the bolt or stud is accomplished with simple hand tools by torquing the jackbolts which encircle the main thread. The jackbolts transfer the preload evenly into the main thread and consequently onto the joint. Jackbolts have a small friction diameter

and can therefore create a high thrust force, with relatively little torque input. The main thread is tightened in pure tension.

While Superbolt tensioners are available in standard sizes, from M16 to over M1450, a large number of sales are for special non-standard items. This range is also custom designed and manufactured in various materials to required specifications for diverse tightening applications.

These multi-jackbolt tensioner are designed for demanding applications requiring a high clamping force and with limited space for tightening the bolts. They are also perfectly suited for harsh underground mining conditions.

Superbolt tensioners are used in diverse industries, including hydropower, wind turbines, gas and steam turbines, nuclear, steel, mining, shipbuilding, offshore, chemical and transportation. OEMs specify Superbolt multi-jackbolt tensioners in their design to improve performance of their product.

The high preload capacity and accuracy of this system has resulted in the design of smaller bolt sizes. Compact dimensions and reduction of tooling sizes allows for reduction of the size of machinery, reducing material and machining costs.

BMG offers a technical advisory service to determine the dimensions and load conditions of existing or required bolted joints. Current tightening methods are evaluated and bolt preloads for absolute reliability and durability are calculated.

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Afrimat still going strong

This year (2016) Afrimat will be celebrating its 10 years listed on the JSE, although, through the majority of their subsidiaries, the company has been in business since the mid sixties. CEO Andries van Heerden reflects back on the company's accolades and achievements.

Afrimat is a black empowered open pit mining company providing construction materials and industrial minerals. The group is listed in the 'Construction & Building Materials' sector of the Main Board JSE Limited and Afrimat's core subsidiaries have been in operation for more than 45 years.

Afrimat supplies a broad range of materials ranging from aggregates, concrete products (bricks, blocks and pavers) to readymix as well as industrial minerals.

"In addition Afrimat has established a strong foothold in contracting services comprising mobile crushing, screening, drilling & blasting, offering flexibility even beyond fixed areas of operation. Afrimat's flexibility extends further – to project scale – with the group servicing major infrastructure and construction projects for public sector and government owned enterprises through to small private sector contracts," says van Heerden.

"The diverse client base acts as a risk hedge and exposes Afrimat to the full range of construction and related spend in its target regions. Our consistently low staff turnover has resulted in a deep skills pool. Real transformation, starting with staff and management and extending to community upliftment, is integral to the group's sustainability. In addition, environmental conservation is an imperative part of our growth strategy."

Afrimat came into existence through the original merger of two family type owned businesses, namely Prima Quarries from the Western Cape and the Lancaster Group in KwaZulu-Natal.

"As the years passed, we acquired established businesses such as the Malans Group, Exxaro's Gen Douglas Mine, SA Block and SA Clinker. In addition we have found opportunities in companies such as Infrasons as well as our latest acquisition (subject to Com Com approval,) of Cape Lime."

In November 2015 Afrimat published its mid-year results. In spite of difficult market conditions, the company performed exceptionally.



"We have received various accolades for the group's performance, including a sixth place in the annual Sunday Times Top 100 Companies award. It was the second year in a row that Afrimat was in the top10 of this award," van Heerden explained. "On top of the good financial performance of the company, we also managed to report a significant achievement in our safety performance, with the Disabling Injury Frequency Rate (DIFR) reaching a low 0.78."

"Good results are never guaranteed and they definitely do not come by themselves. It takes commitment from good people doing the correct things and doing it well."

Van Heerden added that he is happy with the progress that his staff have made towards achieving their dream – to make Afrimat an accident- and injury-free company.

"In an environment where unemployment is getting out of hand, we are being blessed with a company with good results at group level. This reduces the risk of retrenchment and it helps with stability. We are now in a position to invest in various training and upliftment programmes, developing our people to be more skilled and competitive in the market."



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Time to rethink eWaste strategy

NOT only is the introduction of mandatory protection of personal data a huge challenge for companies, but now organisations are being prompted to rethink how they approach the reuse, recycling or recovery of their eWaste. Xperien suggests the new Protection of Personal Information (PoPI) Act will have serious consequences in the near future.

The successful adoption of this Act will depend on a comprehensive understanding of the digital aspect of the new laws. Companies will be forced to change their processes to ensure that the personal information and data they collect is protected.

The PoPI Act is awaiting an implementation date, it will hold organisations liable for the safety of their information. Companies could face massive fines, civil claims and reputational damage claims if they fail to upgrade information technology security systems ahead of the implementation of the Act.

Xperien CEO Wale Arewa says the PoPI Act will force companies to change their attitude towards IT security. "When we partnered with IACT-Africa, we soon realised that instead of it being a burden, as it is seen by most organisations, the PoPI Act actually presented us with opportunities."

"That's our experience as well. Over the past eighteen months our clients have repeatedly seen compliance with the PoPI Act as a support and not a hindrance to business growth," comments John Cato, founder and CEO of IACT-Africa.

"This has happened by recognising how the PoPI Act philosophy of respecting data privacy in South Africa, in much the same way as in other parts of the world, is opening the door to develop new products and services," adds Cato.

"These range from advanced document and device shredding capabilities, which more effectively destroy paper and electronic documents, to new online education offerings focused on PoPI Act compliance, to providing competitive advantage in demonstrating market leadership compared to one's competitors in the areas of good governance and legislative compliance."

Xperien and IACT-Africa both recognise that many organisations have until now not thought seriously about the disposal of digital devices which could contain personal information as defined in the PoPI Act.

"Something as innocent as the office copier, fax or printer has a potential to blow a hole in your compliance efforts unless properly

managed," says Dr Peter Tobin, IACT-Africa consultant and CEO of PTC, IACT-Africa's strategic partner in the field of PoPI Act compliance.

"When talking to our clients about compliance with the PoPI Act, we take a holistic view. This includes looking at the lifecycle of all their digital devices and the risks those items represent in terms of non-compliance if not handled correctly," he adds.

"As a result, we have partnered with Xperien for full PoPI Act compliance in the area of eWaste disposal and recycling," says Cato.

Arewa welcomes the approach from IACT-Africa. "Their focus on PoPI Act compliance is highly synergistic with the services we already offer to our clients."

"Our ability to reduce the risks associated with uncontrolled asset and device disposal or deployment can provide a huge step towards PoPI Act compliance as part of the overall compliance strategy recommended by IACT-Africa," he concludes.

Organisations that ignore the changes that PoPI will introduce could face financial and reputational losses. The loss of confidence that they face from their suppliers and customers could seriously jeopardise their business.

Waste-to-energy plant opened at City waste management facility

THE City of Cape Town, in partnership with the Japan International Cooperation Agency (JICA), opened its plastics-to-oil conversion plant, kicking off a six-month pilot project that will provide invaluable insights into the potential for creating fuel from plastic waste diverted from landfill sites.

The ribbon-cutting (and carbon-cutting) ceremony marked the culmination of more than a year's worth of preparation and cooperation between the City, JICA and its Japanese partner corporations. This was made possible by the generous donation of US\$1m from the Japanese Government and the pyrolysis plant technology developed and supplied by the CFP Corporation and Kanemiya Co., Ltd.

Japan is a world leader in waste minimisation and applying their technology in a South African context aligns with the City's commitment to a future that is more energy secure, resource-efficient, and resilient to the impact of climate change.

By using the existing structures in the form of its Think Twice recycling collection initiative, the City, together with technical assis-

tance from the Japanese engineers, built on available resources to support the functioning of the plant. After harvesting the three types of plastic (polyethylene, polypropylene and polystyrene) from the stream

plant, powering the 150 kilowatt generator on site. The rest could be used to power any other machinery that runs on diesel if the oil is of a good quality.

"The rising volumes of waste material produced in coun-

er in the country in terms of waste minimisation, there is still a long road ahead. The amount of waste plastic is increasing as one of the major waste materials in South Africa, at a rate of 6%. Meanwhile, the City's recycling rate is still low, at 16%, and the bulk of the waste is sent to landfill sites.

"In terms of the National Waste Management Strategy of 2011, South Africa aims to achieve a recycling rate of 25% of the waste currently sent to landfill by the end of 2015. Considering this, we are naturally very keen to learn about new technologies that would help us to achieve that goal in a sustainable manner."

"South Africa is the only G20 member in Africa and considered a newly industrialised country. The City of Cape Town recognises that cities are in a key position to steer a lower carbon, more resilient and sustainable future, and that this type of investment and research is key to joining the ranks of Japan in terms of waste, environment, and employment solutions," added Councillor Sonnenberg.

"Through partnership, we are able to explore possibilities and share ideas."

processed at the KI-WMF, these materials (which come in the form of all manner of plastic packaging) are brought to the processing plant where they are then washed, shredded, heated and converted to oil.

The yield of 500kg of plastic materials per day works out to approximately 500 litres of fuel. These yields will be assessed by specialised technicians on site to determine the quality and quantity of fuel being produced in different combinations and ratios of the three types of plastic. Ultimately, the aim is to test the best combinations to yield the highest quality.

Approximately 70% of fuel produced by the pilot plant will be channelled back into the running of the

tries across the world represent a problem that cannot be ignored. They pose a threat to the health of the environment, and to the health of human beings. Sadly, we are united as a global community in this regard."

"The agreement signed between JICA, the CFP Corporation and the City of Cape Town in 2014 is an exciting step towards progress. Through partnership, we are able to explore possibilities and share ideas. We are not just united by the challenges we face, but are partners in finding the solutions," said the City's Mayoral Committee Member for Utility Services, Councillor Ernest Sonnenberg.

While the City of Cape Town is a lead-

New ultrasonic water meter for instantaneous measurements

INSTROTECH representing ELIS, manufacturer and supplier of flow meters, has launched a battery-powered ultrasonic water meter intended for measuring flow rate instantaneously and pressure and consumption in water piping (standard EN 14154 for water works,) water distribution systems and other industrial applications.

The compact, highly accurate ELIS FLOMIC FL5024 has long-term stability over a wide range of measured values, and conforms to the IP68* protection class. The meter does not need any external power supply, does not include any moving parts and has significantly lower hydraulic losses. The technical parameters and other



features of the FLOMIC water meter make it suitable not only for water consumption measurements but also for water-leak tracking and monitoring of the general condition of the water-supply networks where the meter output signals can be connected via data transfer systems to remote computer control stations.

The measurement method utilised by these meters is a single-beam transit-time

pulse method, based on evaluation of the time needed for an ultrasonic signal to cross the distance between two measuring transducers. In the standard version, the meter measures instantaneous flow rate (in m³/hour) and the total volume of water passed through the meter (in m³) in the given flow direction. The measured data is converted into passive pulse output signals.

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Jib crane conserves marine life

A Condra jib crane installed on a small island off the South African coast is rendering sterling service to ornithological teams visiting and conserving marine bird colonies that nest and breed there.

Installed with a motorised 360° slew on Bird Island, 8km offshore from Woody Cape and 62km from Port Elizabeth, the jib crane has been used since 2010 to lift the scientists' boat from the sea onto a trailer, which is then winched along the jetty into a boathouse for the duration of the visit.

The scientific visits are important for the study and restoration of the island's marine bird colonies.

Protected by South African National Parks as part of the Addo Elephant National Park, Bird Island and several smaller rocky outcrops form important habitats for bird life. The 2.4ha of Bird Island itself are home to South Africa's greatest colonies of Cape gannets (65,000 breeding pairs,) African penguins, endangered roseate terns (just 250 breeding pairs,) Antarctic terns and kelp gulls.

Success stories include the revival of the island's population of African penguins from fewer than 100 pairs 75 years ago to well over 10,000 birds today, the result of the cessation of guano scraping and the extermination of feral rabbits.

To meet the requirements of the visiting scientific teams, H&M Cranes of Port Elizabeth supplied a Condra jib crane with a 360° slew and reach of 4,5m, fitted with a single-speed 2.5 ton chain hoist with a 7,5m lift. H&M Cranes is the Port Elizabeth agent for Condra products.

Although the jib crane came from Condra's standard range, its components had to be designed in four sections each having a mass under 800kg, to allow transport and installation on the island by helicopter.

An Alouette helicopter hired by National Parks was used to ferry the crane components to the island in three trips, with a fourth journey being made to bring in the jib.

The lower two sections of the column were mounted on the foundation plinth of an underwater concrete

foundation, bolted together and encased with concrete. The top column section, jib and motor were then installed with the aid of the Alouette, which precisely positioned the motor for fitting and attaching.

Gauteng-based

Condra offers a range of standard jib cranes with capacities of up to five tons and reaches up to 7m. These standard designs provide the company with a competitive advantage when short lead times are specified, because most South African

crane manufacturers lack a standard range.

Condra has also supplied custom designed jib cranes with reaches up to 12m.

The company is currently manufacturing a standard five-ton jib crane for Grootegeluk coal mine in Lephalale.



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DDL sets course for growth



August Winter, managing director DDL Equipment.

DDL Equipment, well known as a manufacturer and supplier of docking systems to South Africa's materials handling market, has new owners. In an agreement announced in July, private equity investment company Helikaon Investments took 100% ownership of the company and installed a new management team to increase local sales and expand into countries abroad.

Helikaon Investments, a majority black-owned private equity investment company with wide experience of manufacturing and logistics, has placed its own people at DDL's helm to oversee day-to-day operations and capital allocation.

DDL says it is widely recognised as having driven the development of professional docking in South Africa. In addition to locally manufactured dock-levelling and cold-chain dock sealing systems, it is the sole authorised distributor for two leading European door brands, Nergeco and Alpha.

Dominant for many years in the southern African market, the company has in recent years suffered from erosion of market share and a perception of declining flexibility. New managing director August Winter said that the initial focus of his management team would be on stabilising relationships with existing customers.

"We have commissioned a new ERP system to provide a better overview of transactions and stock, and enable us to better communicate stock availability to the customer base," Winter said.

"With that in place, we are now reorganising and expanding the service department, increasing staff levels and re-equipping with new tools, new vehicles and a stockholding of critical parts for quicker turnaround times. This represents a significant expansion and improvement of the old facility," he added.

"The next step will be to grow market share and expand exports into new markets through-

out Africa and beyond. We already have steady sales into Mauritius, and we have just completed a large project for a mine in Botswana," said Winter.

"A new sales director has been recruited and appointed to help achieve this."

Winter said that, within South Africa itself, DDL has a proven name and product range of very high quality. He said that this range would be expanded and supported with the improved service division, positioning the company to reclaim its position as market leader.

"The local economy is undergoing a change of focus from manufacturing to importing, thereby creating a whole new market in warehousing and distribution. It is our intention to dominate this market," said Winter.

He pointed to other trends in South Africa that offer opportunities for industrial docking systems. Increasing electricity costs were forcing cold storage users to re-examine the efficiency of their environmental control, and users involved in maintaining the cold chain would seek the best possible sealing solutions, he said.

"Our big advantage is that we manufacture our sealing solutions locally, enabling quicker installation and a very much quicker service turnaround times than rival companies which import components from Europe and elsewhere," said Winter.

"But we are not only focusing on cold chain applications, because a big section of the market has a requirement



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Konecranes extensive range of cranes for Middle East

KONECRANES provides an extensive range of cranes, from light-duty applications to demanding processes. Konecranes standard offering includes high-quality basic equipment, while the advanced offering includes the latest high-tech features. Should the standard offering not be enough, products can also be tailored to specific customer requirements. The product range comprises Workstation lifting systems for lighter loads and overhead cranes with lifting capacities of up to 500 tons.

Ergonomics and safety with workstation lifting systems

Workstation lifting systems represent a wide scope of expertise. The products are particularly designed for lighter loads and are flexible and versatile in their use. Products

range from hand-held lifting tools to robust hoists with up to 20 ton capacity.

Konecranes chain hoists are ideal for demanding workstation use and cover lifting capacities of up to 5,000kg with the CLX chain hoist and up to 2,500kg with the SLX chain hoist, which includes stepless hoisting speeds. The chain hoist is not only convincing with its reliability but also with its appearance, having received the prestigious Red Dot award for Industrial Design in 2013 and a special mention in the German Design Award competition for design quality in 2015.

Busy workstations can benefit from light and durable XA Aluminium and modular XM Workstation cranes, with lifting capacities of up to 2,000 kg, while Jib Cranes are adaptable to various processes. For lifting processes



which require a fast pick-and-place operation, Konecranes ATB AirBalancer, with up-down control of up to 350kg, enables accurate positioning and balancing control. Other products include a telescopic lifting device called the ATL vertical lifter, which is able to lift loads up to 250kg outside the center of gravity. In addition,

manual products are available for environments in which electricity is impractical or unavailable.

Overhead cranes with the latest technology features

Konecranes industrial overhead cranes represent a high-quality product which includes the latest technology

features to help increase safety and productivity. Konecranes Smart features represent the most advanced crane functionality on the market today. The latest features are Snag Prevention, Hook Centering, and Active Sway Control, which can aid to improve speed, accuracy, and the safety of customers' lifting processes.

Konecranes industrial overhead crane product portfolio is wide, starting from the CLX chain hoist cranes, with lifting capacities of up to 5 tons. The robust design and smooth controls of the CLX crane make it suitable for various manufacturing processes, while easy service access and self-adjusting magnetic breaks keep maintenance downtime at a minimum.

The CXT wire rope hoist cranes can lift up to 80 tons with one hoist and can be scalable for various lifting requirements. One of the benefits of utilizing a CXT wire rope hoist crane is the efficiency of space used under the crane and the excellent hook approaches which make the CXT crane suitable for nearly any industrial setting.

For lifting capacities of 500 tons, Konecranes provides open-winch

cranes, SMARTON and UNITON, which are strong links in production processes and for demanding uses.

Konecranes standard offering already includes a wide range of options but can also provide tailor-made cranes for processes that require customization.

Cranes for hazardous environments

Konecranes product portfolio is also available in explosion-proof applications and includes industrial cranes, jib cranes, and manual cranes, as well as electric and manual hoists, with lifting capacities from 125kg to 160 tons. Konecranes follows strict quality and safety regulations, which is substantiated by multiple certifications of IECEx and ATEX.

Continued on P34

DDL sets course for growth

Continued from P33

purely for docking solutions that can deliver the fastest possible loading and unloading times.

"Therefore, we are going to expand the range of dock levellers to give the customer more options in terms of the specific designs that he can buy from us."

"We have new offices, a new workshop and a new showroom, all situated in a new location central to one of Gauteng's fastest growing warehousing hubs, and close to the airport and therefore customers countrywide.

"I believe that DDL will enjoy an exciting future, beginning now and continuing into the longer term," Winter concluded.

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Orbit personnel/material hoists boost productivity for MHPS



Mitsubishi Hitachi Power Systems Africa found the ideal solution in the Orbit personnel and material hoists which enable the contractor to provide safe, effective and efficient services at its contract at Kusile Power Station.

ONE of the primary challenges on any construction site is the need to move both people and materials to levels where critical activities need to be performed, and to do this in such a manner so as to maximise productivity while ensuring optimum safety.

Mitsubishi Hitachi Power Systems Africa found the ideal solution in Orbit personnel and material hoists which will enable the contractor to provide safe, effective and efficient services at its contract at Kusile Power Station.

The Orbit hoists will be installed at two of the boiler sites on the project.

This is according to Awie Esterhuizen, scaffolding discipline manager at Mitsubishi Hitachi Power Systems Africa (MHPS,) who explains that while heavy loads are moved using tower cranes, this mode of materi-

als handling cannot be justified for smaller components such as scaffolding material. Moving such components manually was not an option as construction tasks can be unnecessarily delayed and moving people without the required materials would have resulted in avoidable standing time and a loss of productivity.

“Our challenge was to find equipment which would transport both men and materials to various levels of the 110 metre tall construction, thereby reducing manual handling of equipment and subsequent risk of injury while improving productivity. And we needed to be able to do this at a speed that would be both safe and effective,” Esterhuizen explains.

He says that the vertical lifting of men and materials to levels on such a high construction is not often

appreciated in terms of its complexity. “In a nutshell, the challenge is to effect this movement onto a construction that is in the process of being constructed, in order to fully construct it.”

Torre Lifting Solutions was able to respond to this need and provide a turnkey best fit solution using the Orbit personnel and material hoist. The scope of supply included procurement, transport, import, installation and commission of the hoists. Esterhuizen says that by Torre Lifting Solutions assuming the role of a business partner rather than a single focus supplier, MHPS was able to focus on the work at hand.

This purpose engineered single mast hoist has two separate cages; one with a 2ton capacity to carry people and the other capable of carrying 2.3tons of materials. Both cages operate simultaneously and most importantly the configuration of the Orbit hoist allows for materials to be loaded by forklift speeding up the operation.

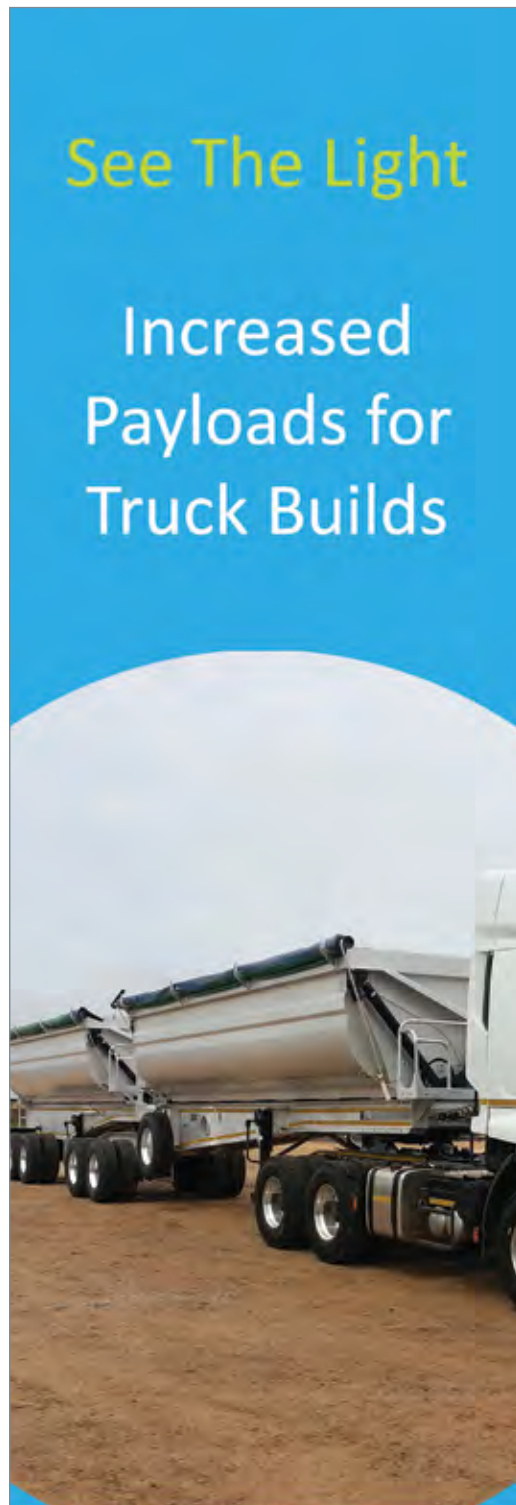
The design of most material hoists does not facilitate this type of mechanical materials handling which means that some 5,000 pieces of material need to be manually moved to the hoist for up and off-loading.

“The Orbit equipment is able to accept material mechanically and being able to load 5,000 pieces per lift with a round-trip cycle time of 15 minutes we can move all the material required per day within two to three hours. This feature is critical to productivity on site,” Esterhuizen says.

The Orbit material hoist operates at a speed of 22m per minute while the personnel cage travels at 96 minutes per minute.

Orbit equipment is engineered with all the requisite safety features including integral lock-out mechanisms to prevent accidental operation or personal injury.

Esterhuizen says that while a technical support service is being provided by Torre Lifting Solutions to ensure continuous availability, MHPS's pre-procurement research indicated that this specific model is both reliable and robust under a range of operating conditions.



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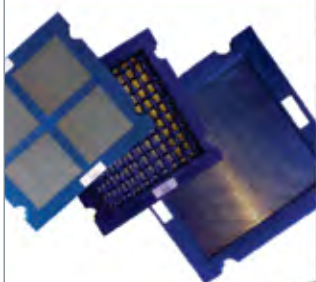


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Maxiflex Door Systems can supply a full range of entrance systems for shipyards from the global company ASSA ABLOY Entrance Systems. The Megadoor vertical lifting fabric door for the largest openings, Crawford sectional doors and Albany high speed doors for medium size and smaller openings.

All these products are tightly sealed and well insulated, offering superior durability and significant energy savings. They resist not only high winds, but also driving rain and corrosive seawater.

The vertical lifting fabric doors can be made to almost any size and takes up very little side space.

The doors open vertically, which means they can never block adjacent doors. This helps to simplify the movement of oversized equipment and materials.

The fabric doors are made with durable fabrics that withstand welding, torching and grinding sparks. They are also available in translucent fabrics that allow natural light into the building.

For warehouse entrance solutions there is the Crawford overhead sectional door, which slides up under the roof, an added advantage when there is little headspace. The Crawford sectional door with dock leveler and shelter is the solution for warehouse loading bays.

The Albany high speed door can be used in various applications. As an interior door it has a tight seal and is therefore excellent as a room divider for separating different environments. In external applications the short

opening time of the Albany high speed door provides quick access for forklifts and controls the interior environment.

Low lifecycle costs begin with quality components. ASSA ABLOY Entrance Solutions uses materials that last in tough coastal conditions, including aluminum beams and durable PVC. In the vertical lifting fabric door, common wear items are eliminated such as hinges, rollers, and counterbalance systems.

Maxiflex Door Systems offers products that can save considerable energy with doors that have good seal and are well insulated. Preventative maintenance ensures fewer breakdowns and contributes to a more stable interior climate, which benefit your goods and keeps energy losses to a minimum. By sustaining the top performance of your doors and docking systems, you make your business more sustainable as well.

Astroturf donation by Torre industries to Kliptown secondary school

IN an initiative that combined both corporate social investment and environmental awareness through recycling, Torre Industries has benefitted Kliptown Secondary School in Lenasia with the donation of AstroTurf to the value of R146,000.

Quentin van Breda, technical director at Torre Lifting Solutions (formerly SA French,) explains that the AstroTurf was ordered as the flooring for the Torre Industries stand at the recently held BAUMA CONEXPO exhibition in Johannesburg.

“The AstroTurf provided an attractive and durable surface on which to display our offerings and interact with the visitors. However, once the exhibition was finished we needed to do something worthwhile with the AstroTurf since storing it

until next year was not a feasible solution.”

Van Breda approached the Torre Industries BBBEE partner, the Mineworkers Investment Company (MIC,) to find a suitable beneficiary for the AstroTurf. Kliptown Secondary School, which has 1 420 learners, was identified and is currently using the AstroTurf as temporary seating for learners who are unable to find seating in the classrooms.

Evan Zain, principal of the school, explains that Kliptown Secondary School is one of 28 schools in the area catering to the education of the youth from surrounding informal settlements.

“There are only seven sports facilities in the area so it is almost impossible to find a gap in the hectic stadium timetables for our learners to play foot-



From left - Quentin van Breda, technical director of Torre Lifting Solutions, Karl Jensen, announcer and retired SAA pilot, Evan Zain, principal Kliptown Primary School and Oren Fuchs, director of MIC.

ball. The donation of the AstroTurf is allowing us to plan for a five-a-side pitch in 2016.”

He says that the school is currently in the process of securing a suitable area and once this is finalised, the AstroTurf will be permanently laid in place for the students to enjoy football matches.

“In the interim we are thrilled that our

learners are able to use the artificial grass surface whilst we make further plans to accommodate them in the currently overcrowded classrooms.”

“At the end of each school day we simply roll up the AstroTurf and store it in a classroom. It is making a big difference in our lives and we are excited about its next role as a football pitch.”

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Safeguarding of confidential data is a priority for SEW-EURODRIVE



SEW-EURODRIVE MD Raymond Obermeyer.

SEW-EURODRIVE is committed to the highest level of information security throughout the value creation chain, and its certification according to the new globally established ISO27001:2013 security standard is evidence of this commitment.

The revised ISO standard focuses particularly on current issues such as mobile security, encryption technology and direct online connections to suppliers,

customers and partners. SEW-EURODRIVE MD Raymond Obermeyer says the company works continuously to ensure the utmost security standards using its information security management system (ISMS.)

“The aim of this is to ensure comprehensive protection for all information along the entire value creation chain. The renewed certification of the ISMS demonstrates that cus-

tomers, business partners and suppliers of SEW-EURODRIVE can rest assured their data will be absolutely secure at all times.”

On the organisational side, detailed risk analyses and stringent implementation of measures have been tightened. Measures will be planned and budgeted as part of an annual ISMS improvement plan. These measures could result from identified security incidents, the results of security checks, identified new threats or high-availability tests that have been conducted.

SEW-EURODRIVE employees are acutely aware of the importance of information security, and process workflows are optimised and documented continuously. What's more, 360° risk management provides SEW-EURODRIVE with effective protection against risks and threats from the net, making it ideally equipped to

meet the data security challenges of Industry 4.0.

SEW-EURODRIVE received its ISO27001:2013 certification in October 2015 from TÜV SÜD – an international service corporation focusing on consulting, testing, certification and training. The new certification replaces the ISO27001:2005 standard that the company held since 2006.

Dovetailing closely with the ISO9001:2008 quality management system, the ISO14001:2004 environmental management system and particularly with the ISO20000-1:2011 IT service management system, SEW-EURODRIVE has successfully anchored information security in the company. “This ensures system availability, confidentiality of all information and the highest demands on the quality of products and processes,” Obermeyer concludes.

Toyota Forklift makes inroads into African retail with order for Makro South Africa



Left to Right: Steve Hatzipanis (Toyota Forklift), Moon Pillay (Makro), Bruno Dos Santos (Unitrans), Massimo Dragoni (Unitrans), Dean Bauer (Makro), Ryan Hosking (Toyota Forklift), Steve Curry (Toyota Forklift.)

IN its first order from Unitrans and MAKRO SOUTH AFRICA, Toyota Forklift, part of Eqs-tra Industrial Equipment (EIE), was selected as the sole supplier of the material handling equipment to the new MAKRO distribution centre in Cato Ridge, KwaZulu-Natal. The centre handles the inbound and outbound stock for MAKRO stores nationwide.

The order of forty units comprised of ten BT RRE250 Reach Trucks, twenty BT LSE200 power pallet trucks and ten Toyota 8FBN25 counter-balanced electric forklifts with single-double pallet handler attachments fitted on them. The BT RRE250 Reach Trucks have a lift height of 13m, making this order also the largest number of trucks with this reach to be supplied by Toyota Forklift to one facility.

The contract covered the outright purchase of the machines, as well as a service level agreement. An onsite based technician will provide comprehensive maintenance and servicing of the machines.

Unitrans manages the 70,000m² state-of-the-art distribution centre for MAKRO, the largest of its kind in the KwaZulu-Natal midlands region of South Africa.

“This order highlights the benefits of Toyota Forklift's commitment to forming partnerships for life with our clients, as we were recommended by our existing clients, Masbuild and Massdiscounters, sister companies of MAKRO and divisions of the Walmart Group,” says Steve Hatzipanis. “In the award of the contract to Toyota Forklift, such pos-

itive client endorsement was underpinned by our unrivalled product and extensive aftermarket support infrastructure.”

Besides their many other performance benefits, all BT and Toyota Forklift units supplied are equipped with the unique I-Site fleet management system, which includes the electronic pre-operational checklist function. An exclusive blend of wireless technology and ongoing support, Toyota I_Site makes the management of the fleet that much easier, providing the ability to measure and improve truck efficiencies.

Powered by energy efficient AC motors, the BT RRE250 Reach Trucks offer an intelligent man-machine interface for enhanced visibility, acceleration and lift control, all of which are simple to programme. For high lift operations, the truck features a unique tilting cab, which reduces driver strain whilst offering safer and more accurate load handling.

The LSE200 battery powered pallet truck offers the highest levels of comfort and safety thanks to its stand-in' design,

which offers full protection for the operator. It is ideal for loading/unloading applications and those demanding long travel distances, such as cross-docking. Its load capacity is 2,000kg.

The zero emissions, environmentally-friendly Toyota Forklift 8FBN25 trucks offer improved energy efficiency and easy battery replacement for longer operation times. The ergonomic design features outstanding comfort and visibility from the wider opening for operator entry/exit, to a low profile front cowl. The trucks are water resistant for “all weather” use.

Toyota Forklift's award winning range of Toyota and BT branded forklift trucks and warehousing equipment covers applications from loading to horizontal transport, stacking and order picking, all supported by high-quality aftermarket services and ancillary products such as batteries and chargers for forklifts. The range is distinguished by innovative technologies, which have set a benchmark in the market for improved productivity and safety.

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New Visual IR Thermometer detects issues instantly



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THE Comtest Group, Fluke's authorised Test and Measurement distributor for South and southern Africa, has introduced the Fluke VT04 Visual IR Thermometer - the latest in troubleshooting tools with built-in digital camera and thermal heat map overlay. The

device bridges the gap between traditional IR thermometers and infrared cameras. Building on the extremely popular Fluke VT02, the VT04 adds ProBlend Plus with a four-times sharper resolution than the VT02 and automatic alarm features. It is an ideal

frontline troubleshooting tool for electrical, industrial maintenance, HVAC/R, and automotive applications. The ultra-compact Fluke VT04 is fully automatic with built-in intelligence, so issues can be detected instantly with no training required.

The VT04 includes advanced alarm features for troubleshooting stubborn intermittent issues, including a hi-lo temperature alarm that flashes on the screen if the user-selected temperature goes out of the selected range; a time-lapse image capture that can be set to capture images in 30-second to one-hour intervals; and an auto-monitor alarm that initiates image capture automatically after a temperature alarm has been triggered, allowing users to automatically capture images — even while the VT04 is unattended — using

the universal tripod mount.

It displays and saves images as full digital, full infrared, or in three blended modes (25%, 50%, and 75%) with 40% wider field of view than the VT02. Markers pinpoint hot and cold spots indicating the hottest and coldest temperatures on the screen. A temperature reading is provided at the center point. Images are saved to the included micro-SD card, eliminating the need to write down single or multiple measurements. The VT04 Visual IR Thermometer also has a rechargeable Li-ion battery.

Images from the VT04 can be imported into the included SmartView analysis and reporting software, to produce professional reports that document problems detected or repairs made for management and customer review.

Maximised machine uptime with high quality electrical products from Powermite



Powermite Mennekes range of plugs and sockets from Ampco.

POWERMITE is a component, equipment and system specialist that supplies the southern African market in with what it promises is a comprehensive range of high quality, locally manufactured electrical products suitable for an extensive array of mining and industrial machinery.

"Quality and reliability are prerequisite for extending the lifecycle of products operating in the notoriously strin-

gent mining environment to optimise uptime and productivity," says Powermite Director, Donovan Marks. "Our range of electrical products manufactured locally by Proof Engineering and Ampco are ISO9001:2008 compliant. Both operations also respectively carry SABS approval to IEC60079 Part 1 and 2 and SANS 1489-2005, and to 60309 Part 1 and 2. Marks adds that local manufacture

ensures rapid product and spares availability, another vital element to maximising production levels.

Proof Engineering has over 45 years' experience in the manufacture of world class components, equipment and systems for mining, marine, industrial and general engineering applications across southern Africa. The company's stable of electrical products is used on machinery operating in both underground and opencast mining such as continuous miners, shuttle cars, pumps, tunnel boring machines, transformers, gate end boxes, etc.

Proof produces PLM366 and 415/515 plugs and sockets as well as an 11KV 800A tunnel coupler and adaptor for open cast applications.

"We also have a 22kV 400A coupler for draglines and we recently extended our product offering even further with the launch of a new 35kV 400A coupler and adaptor for overhead line skids," adds Marks. An extensive series of plugs, sockets, couplers and adaptors, ranging from 120A 1.1kV to 400A 12kV, is also available from Proof for underground equipment.

Unique to the offering from Proof Engineering is the phase-to-phase segregation, which

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Continued on P34



SPARKS fly and the shipbuilding worker perspires under his safety goggles. In his gloved hands he is holding an angle-grinder. With strength and stamina he smoothes the bumps on the welded seams that join together the steel plates of the ship's hull. It is a difficult job for man and machine, and it usually performed in piecework and multi-shift operation. The exhausting load created by the angle-grinder's weight and its vibrations place heavy demands on a man's strength. Any sign of fatigue in the worker has an immediate effect on the result of his work, and thus on

productivity. That is why the ratio between weight and power in a tool comes into focus when selecting the right industrial tool. With their incredibly favourable power-to-weight ratio (kW/kg), the innovative turbine angle-grinders, powered by compressed air, score highly here, thus representing a convincing alternative to conventional devices.

For decades compressed air specialist DEPRAG SCHULZ GMBH u. CO has been dedicated to research into and the exploitation of compressed air as a drive system for quality industrial tools. The innovative products that emerge from

Turbine powers angle-grinder

the DEPRAG ideas mill always attract attention. Since then, under the brand name of DEPRAG INDUSTRIAL, the compressed air tool specialist has extended the range of innovative turbine angle-grinders to include nine different types of tool.

The success story in compressed air tools began in the 19th century in the tunnelling and mining industries. In a potentially explosive atmosphere, where a single spark can have a dramatic effect, electrically-powered tools cannot be deployed without risk, while compressed air tools can. Another advantage is that air-powered tools are 30% to 50% lighter than their electrical counterparts. They cause less stress on the worker and productivity goes up. Nowadays efforts in the sector are principally turned towards improving the efficiency of pneumatic motors. And it is at

this extremely topical moment that the turbine angle-grinder has been developed. This is because the turbine is a fluid dynamics machine which exploits compressed air expansion characteristics to a very high efficiency level. It means that a turbo-driven grinder requires less air compared with a vane motor driven grinder with the same power. The balance of energy is just right.

The power-weight ratio (kW/kg) comes to just half of that of an air vane motor. And Robert Pesold, design engineer at DEPRAG stressed, "Much speaks in favour of a turbine drive over an electrical grinding machine. A comparable electric grinder with an output of 2kW weighs in at a whopping 6.6kg, while the turbine angle-grinder, with a higher output of 2.6kW, weighs only 2.2kg. The new 4.5 kW output DEPRAG turbine angle-grinder tips the scales at just 4kg.

Both power classes of DEPRAG turbine grinders thus achieve a power-weight ratio of over 1.1."

DEPRAG turbine angle-grinders are in demand anywhere where robust high-performance grinders are used to roughen, cut and smooth cast iron, steel, stones and non-ferrous metals of every type. The turbine angle-grinder cuts through steel profiles "like butter". The innovative turbine work tools are ideally suited for all kinds of work in steel and tank construction, mechanical engineering works, foundries, shipyards and reinforced concrete construction.

A new addition to the range is an angle-grinder with 2.6kW and a no-load speed of 8,500rpm for roughing and cutting discs in diameters up to 180mm. The existing 2.2kW power machine is available for disc diameters of 115, 125 and 150mm.

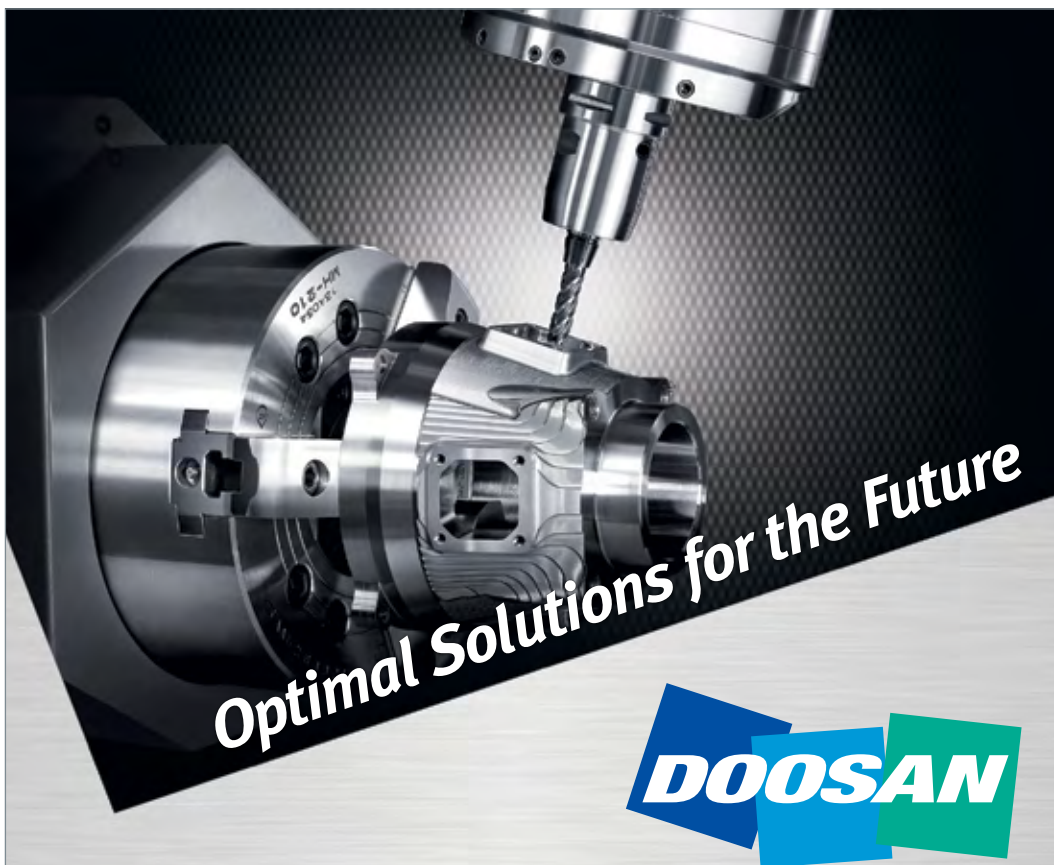
Another new addi-

tion is the 4.5kW grade product line, available in three different speed ranges. They can operate with 180mm and 230mm diameter grinding and cutting discs as well as with 150 mm diameter conical cup wheels.

In developing an expansion turbine the engineers at DEPRAG were themselves treading completely new ground. Their success came only with the exemplary and close collaboration between the University of Applied Sciences at Amberg-Weiden and DEPRAG. Professor A. P. Weiß, lecturer in turbo machines and fluid dynamics, who headed the calculation and turbo-design work for the Curtis turbine to be deployed in air-powered tools for the first time anywhere in the world. Multi-level reaction turbines are complex in structure and expensive, while single-level constant pressure turbines are not efficient enough to process the

associated pressure gradients. For these reasons the engineers selected the double row structure of a Curtis turbine - developed originally for steam turbine construction. The design calculations were verified and confirmed in CFD (computational fluid dynamics) flow simulations. A test rig for compressed air drives and compressed air technology was constructed especially for the purpose at the Amberg-Weiden University of Applied Sciences making it possible to carry out tests on high-speed turbines in this performance class.

In principle the torque/speed behaviour of a turbine does not differ from that of a conventional air vane motor. In the case of unregulated air motors, depending on the external load, the torque increases linearly from no-load speed to standstill. As a consequence maximum power is half of the no-load speed (nominal speed.)



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Maximised machine uptime with high quality electrical products from Powermite

Continued from P33

eliminates the risk of phase-to phase-faults which, in addition to costly downtime, can cause serious injury to personnel. Another innovation from Proof Engineering is the unique ProAlloy coupler which is manufactured from non-theft material. Marks explains that in addition to the fact that this material combination of zinc, copper and aluminium makes the coupler 33% lighter than its brass counterpart, it

also holds no resale value. The subsequent reduction in theft risk lowers the potential for unplanned downtime and subsequent production losses.

Ampco manufactures plugs and sockets suitable for certain underground operations as well as a product range that primarily focusses on industrial applications. Available from 16A to 63A, 200-230V, 16A to 125A 380V to 400V and 16A to 125A 500V to 525V, these products are ide-

ally suited for mobile generators, pumps, welding machines, factory installations, etc.

The Ampco range features a unique interlocking design, which prevents the end user from removing the plug under load. The application of LM 6 reduces the possibility of corrosion and extends product lifecycle.

Proof Engineering and Ampco are part of Powermite and all three operations are part of the Hudaco Group.

Konecranes extensive range of cranes for Middle East

Continued from P29

Industry knowledge built into every product

Every industry requires something different. For instance, steel manufacturing needs protection from heat and dust. Fuel and energy production often require specialized grabs, and the automotive industry uses special cranes for coil handling, stamping, and assembly, while mining and primary metal processing often occur in special environments, with special requirements for cranes. By work-

ing on the production frontline of industrial customers on every continent, Konecranes experience is reflected in a deep industry knowledge that is built into every Konecranes product. All key crane components are manufactured and designed in-house, in order to function flawlessly in various lifting applications and industries.

Extensive service network

Through its global service network, Konecranes offers special-

ized maintenance and modernization services for all types of industrial cranes. These services can be applied to a single piece of equipment or across the entire operation, boosting the productivity and safety of industrial processes. Excellent, proactive, and real-time service is one of Konecranes strategic priorities.

With over 600 service locations in almost 50 countries, the company has the largest service network in the industry and provides high-quality service 24/7.

Intolerance and hypocrisy in the global warming debate

Continued from back page

tives for the global warming advocates. And with good reason. Their propaganda has steadily lost traction among the US public and citizens in the developed world, largely because of a series of scandals that have cast doubt on the honesty of prominent scientists in the global warming camp.

The most telling of the scandals involved climate scientists at the University of East Anglia in Britain. It revealed some clearly non-scientific behaviour, attempts to deny other scientists access to their data, and clear evidence that climate data was seen as political tool.

An Australian journalist wrote at the time: "... 1,079 emails and 72 documents seem indeed evidence of a scandal involving most of the most prominent scientists pushing the man-made warming theory - a scandal that is one of the greatest in modern science ... emails suggesting conspiracy, collusion in exaggerating warming data, possibly illegal destruction of embarrassing information, organised resistance to disclosure, manipulation of data, pri-

vate admissions of flaws in their public claims and much more."

Readers can draw their own conclusions from the list of emails and the strange attitudes they reveal here: http://tom-nelson.blogspot.co.za/p/climategate_05.html

Naturally, reaction was instant. Climate sceptics gleefully seized on it. Climate believers set up investigations that unanimously found there was nothing at all that affected the theory of climate change. What a surprise that was.

Some went further. The University of East Anglia set up an international Scientific Assessment Panel, in consultation with the Royal Society that found "no evidence of any deliberate scientific malpractice in any of the work of the Climatic Research Unit." Choosing the jury that suits the accused, some would say.

The UK House of Commons Science and Technology Committee found that criticisms of the Climate Research Unit were misplaced and that "Professor Jones's actions were in line with common practice in

the climate science community." No one defined the climate science community, assuming that it was monolithic in its thinking. It is not.

This seemed to let the East Anglia climate scientists off the hook. But, then another set of emails emerged. These emails showed that while believing in the guilt of industrial civilisation in causing an existential threat to the world, they were not above toadying up to major companies such as Shell, BP, and others. It looked like world-class cynicism or naïveté if one was being generous.

Of course, it was all dismissed as trivial and of no significance regarding climate change. But such criticism misses the point. The issue is no longer about the science or the environment. It is about free speech and the danger of giving unelected UN bureaucrats the power to rule our lives.

There is no consensus as the warmists claim. Here are just a few contrary views.

Tom Tripp, a member of the UN International Panel on Climate Change.

"Despite what you

may have heard in the media, there is nothing like a consensus of scientific opinion that this is a problem. Because there is natural variability in the weather, you cannot statistically know for another 150 years."

NASA Scientist Dr. Leonard Weinstein

"Any reasonable scientific analysis must conclude the basic theory wrong."

Dr. Robert B. Laughlin, winner of the Nobel Prize for physics in 1998

"Please remain calm: The Earth will heal itself — Climate is beyond our power to control...Earth doesn't care about governments or their legislation... Climate change is a matter of geologic time, something that the earth routinely does on its own..."

Dr. Anatoly Levitin, Russian Academy of Sciences.

"The energy mankind generates is so small compared to that overall energy budget that it simply cannot affect the climate...The planet's climate is doing its own thing, but we cannot pinpoint significant trends in changes to it because it dates back

millions of years while the study of it began only recently. We are children of the Sun; we simply lack data to draw the proper conclusions."

Chemist William C. Gilbert published a study in August 2010 in the journal Energy & Environment titled "The thermodynamic relationship between surface temperature and water vapour concentration in the troposphere."

"I am ashamed of what climate science has become today. The science community is relying on an inadequate model to blame CO₂ and innocent citizens for global warming in order to generate funding and to gain attention. If this is what science has become today, I, as a scientist, am ashamed."

Are all these scientists in the pay of Big Oil, the Nuclear Industry, the Steel Companies, Aluminium Smelters, Coal interests, all mining companies, vehicle manufacturers, forestry companies, nylon weavers, plastic goods makers, socks and shirt makers, cigarette companies, ladies' lingerie companies, and not to forget Monsanto? As the kids say, "Not."

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CAPE Business News

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AFSA Conference and Expo

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the Cape Institute of Architects (CIFA) for 1 CPD point:

- Electricity and alternative energy sources
- Aluminium and the automotive and transport sectors
- Aluminium packaging and reducing food wastage

Specialised and academic sessions:

- Fabrication
- Foundries
- Management workshop: Professor Dave Snowden will speak on new ways to compete, and any number of management issues.

Exhibition

The exhibition will run concurrently, giving attendees access to suppliers and service providers in the industry. With a specific focus on building and construction and the automotive industry, this expo promises to be informative and of great value to all.

Bookings are open but space is limited.

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The end of the Party

WELL so much for Ho! Ho! Ho! and a Happy New Year; please release me of this ghost of Christmas present," moaned Luke the Dude as he slowly, very slowly nursed the wounds of the previous night's irresponsibility by applying some hair of the Rottweiler, "I'll never touch the vile poison again ..."

The usual gentlefolk in the local pub and grill found this declaration of intent rather puzzling as he was, at that very moment, bringing a cold and frothy potion to his lips, albeit with some difficulty. Well, maybe lager doesn't count.

Having never been the kind of person who relishes the misery of others, I deemed it appropriate to direct the general attention away from Luke the Dude and towards the considerably healthier visage of The Prof. "And so Prof," I enquired, "what do you think 2016 will bring? Do you have a New Year's wish?" How was I to know that he had, in fact, a lecture prepared on the subject?

"My wish for 2016 is a new government," The Prof declared solemnly.

"But Prof, our government is doing such a sterling job!" objected Big Ben, having once been the local ANC candidate.

"Sterling it certainly isn't my boy, not at more than R20 to the pound," The Prof said sternly. "But I'll tell you what, don't take my word for it. For holiday reading I bought RW Johnson's latest book, How Long Will South Africa Survive – The Looming Crisis. It's published by Jonathan Ball. So let's take a look at Dr Johnson's diagnosis.

"The thing about South Africa's government is that South Africa does not have a government. It has a gang – my word, not his – of highly paid cadres and comrades driving fancy cars and travelling the world on the tab of the South African taxpayer.

"Already from 1994, says Johnson, it was evident that ministers don't spend much time on their ministries. They are far too busy for that, throwing parties under some or other guise, such as imbizos, indabas, national celebrations, conferences, rallies, commemorations, anniversaries and funerals. Any excuse will do – a speech on the budget, the launch of a newsletter, whatever.

"Provincial politicians follow their lead and so do mayors and councillors, even in Nowheresville. With a few exceptions, such as Nhlhla Nene, the minister of finance fired by Pres Jacob Zuma, the ruling class is more interested in the ANC than in the country.

"Another reason we don't have a government is because the fat cats who are paid to govern don't know how to do it. And the transformation of the civil service has destroyed it. Except for the odd exception like the collection of taxes – and for that week in December when we had three different ministers of finance that, too, was heading down the drain – competent state employees have been transformed out of the service, along with the institutional memory of how things work.

"In their place came cadres, cronies and relatives, who all got paid but could not do their

jobs. Much remained undone. Other work did get done, but by consultants who were brought in, doubling the tab of the taxpayer.

"The government, meantime, so much liked the idea that it was now making the laws that it came to believe that, to get anything done, you simply had to make a law about it – the law says it gets done, by someone else of course. If government cannot do it, the private sector must do it. And that includes implementing ANC ideology, such as black economic enrichment and SA-style affirmative action.

"In this manner the business sector was also forced into underperformance, to the detriment of the South African economy and all who depend on it."

"I don't agree," pondered Big Ben. "The ANC has a plan, as we all know. It was worked out in detail by Trevor Manuel and other clever people, our National Development Plan. The ANC knows what it is doing and it has declared the NDP the cornerstone of our economic policy. It is a good plan. Even the DA and big business say so!"

"But the ANC's alliance buddies don't like it, do they?" muttered Luke the Dude. "Cosatu and the Commies are fighting it hammer and sickle, aren't they?"

"Much of what you say may be partly true," conceded Big Ben, sort of, "but the NDP remains the plan and my government is applying it."

"Not as much as they are applying the whisky to their glasses, Dude," corrected Jean-J, the last remaining Huguenot. "Do not try and pull a fast one, Dude, we all know what the ANC does with plans and charters and programmes. They throw a big party to announce it, then every year they throw a big birthday party to remember it and for the rest they forget about it. Where is the plan to apply the plan?"

"Quite right, Mon Ami," nodded The Prof. "That, regrettably, is the fatal weakness of the National Development Plan. It is lying somewhere on a shelf and nobody is responsible for doing anything about it. When Terror Lekota of COPE asked in Parliament, 'Who exactly is in charge of carrying this out?' everybody burst out laughing. That includes the ANC members who were awake. For once there was unity in the House. Everybody from Julius Malema to Pieter Mulder knew this was a joke.

"Even poor old Trevor Manuel was at a loss for words when he was asked whether the NDP was being implemented. The only answer he could think of was that it was 'up to society'. What does that mean? He might as well have thrown his hands in the air and said, 'Implementation? What implementation?'"

"The unfortunate truth is that South Africa's central economic policy is a joke. Nobody takes it seriously. And so we just continue drifting along, to the waterfall. Already our bonds are hovering one notch above junk status and we can smell recession ahead."

"But we are a rich country!" spluttered Big Ben. "Even if some good ideas have gone wrong, we have enough money to make it right again!"

"That's where you are wrong, Boy," admonished Colin the Golfer. "You should have listened to Margaret Thatcher when she said, 'The trouble with socialism is that, sooner or later, you run out of other people's money.' The tax dagger has been pushed to the hilt and still the books aren't balancing. Government has to borrow more and more every year, even to pay interest and its army of useless civil service cadres."

"Watch your mouth," said Luke the Dude, trying to look informative. "The civil service is neither civil nor a service."

"Well, he's right about other people's money," advised The Prof. "Most of South Africa's taxes, by far, are paid by about a thousand companies and two million people. Out of fifty plus million. No more blood out of that stone. And if the ANC is so ignorant to try it anyway, it will only succeed in los-

OPINION

ON THE CONTRARY



Pieter Schoombee

ing more taxpayers. You've seen what happened to the Rand and the Stock Exchange last month when Zuma played silly buggers with our tripartite of finance ministers. And there's only one reason for that happening."

"Yes," assisted Luke the Dude, who was recovering some of his brain cells, "that flapping sound you heard was money, hundreds of billions of it, waving good-bye."

"To paraphrase Johnson," The Prof concluded, "South Africa has a choice. We can choose an ANC government, or we can choose a successful industrial economy. We cannot have both."

"Hmm," agreed Luke the Dude, "the party is over; the hangover has begun."

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Intolerance and hypocrisy in the global warming debate

ONE of the things that define democrats is belief in freedom of speech. It is a key pillar of a free society, up there with rights like private property, and enshrined in our constitution. It is also why some things climate alarmists get up to are deeply disturbing.

Recently, when advocates of the theory that we are warming the planet to catastrophic levels feared they were losing the argument, three Democratic Party senators in the US sent letters to 100 individuals and groups demanding to know the sources of their incomes.

Was this a noble insistence on transparency, a desperate hunt for a conspiracy, or an attempt to stifle dissent, and quash free speech?

To many people the first motive looked slim. The use of senatorial notepaper was clearly intended to give the demand the voice of authority when, in fact, it was no such thing. The recipients all doubted the absolute veracity of the argument that humans are responsible for warming the planet. It looked like a clear case

THE OTHER SIDE OF THE COIN



Keith Bryers

of intimidation laced with paranoia.

The writers tacitly admitted the second motive for these official-looking letters. Believers in man-made global warming theory have long accused oil and nuclear companies of financing challenges to their beliefs, which they regard as gospel fact. They therefore believe is criminally perverse for anyone to challenge it – free speech be damned.

It all smacked of desperation.

It is true that some oil companies—notably Exxon — make no secret that they have supported climate sceptics, but not on the scale green paranoia claims, and not conditional on any particular stance by the recipients. But even if it was true that climate sceptics all are paid by oil companies, it hardly justifies censorship, especially in the US where free speech is enshrined.

Desperation takes first place among mo-

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