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JULY 2015

Crookes fruit gets bruised

Agri-business group Crookes Brothers saw poorer returns from its deciduous fruits business this year.



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Debmarmine vessels upgrade projects

Yokogawa has installed its DCS system on Debmarmine Namibia's offshore diamond mining fleet.



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City transportation needs new technology

The world needs to hurry to find solutions for inner-city travel before we all live in nasty megacities like Shanghai or Beijing.



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Cape property a-go-go

AN imminent hike in interest rates has hardly curbed the enthusiasm for deal making in local property circles. In fact, the Western Cape real estate sector is buzzing with activity. Interestingly, some of the more intriguing moves on the property front come from companies not usually associated with real estate thrusts.

In this regard, explosives and chemicals giant AECI has clinched a deal with the City of Cape Town around a sprawling piece of land in Somerset West. AECI will sell the Paardevlei property - all 709ha (including certain buildings) - to the City for a whopping R400m. AECI has deemed the land surplus to operational requirements. The sale of Paardevlei was always on the cards with AECI noting in its most recent annual report that a 'bulk disposal' of land at Somerset West remained the preferred solution. At that stage the company indicated that offers from potential purchasers were being considered. It is not clear at this stage what the City intends doing with the sprawling Paardevlei property.

Another non-property entity making some interesting inroads into real estate is Cape Town-based empowerment giant Hosken Consolidated Investments (HCI). HCI CEO Johnny Copeyn reported in his commentary on the year to end March results that property developments continue to "unfold at a rapid pace." These

include shopping centers (most notably the impressive The Point Mall in Sea Point,) hotels, casinos, inner-city housing, factories and offices as well as studio space. He pointed out that gaming and hotel subsidiary Tsogo Sun had already committed itself to considering housing its properties in a JSE listed REIT (real

"The biggest slab of deal-making goes to Equites Property - which owns large tracts of land in the Airport Industria area."

estate investment trust.)

"It is possible that other properties of the group could be housed therein if it does in fact proceed."

What is astounding is that HCI's property division doubled revenues and pre-tax profits in the year to end March to R162m and R143.5m respectively.

Another surprising development recently was seeing retail tycoon Christo Wiese buying a significant minority stake in listed real estate counter Texton Property Fund. According to JSE filings, Wiese - via Luna Group - has acquired a 8.6% stake in Texton - which, by CBN's calculations, is worth around R230m. Texton owns well

known Cape Town buildings like the Foreshore Building, 14 Loop Street and Wale Street Chambers.

But Wiese's tilt at Texton came hard on the heels of Texton reinforcing its presence in the UK with the acquisition of three properties in that country for a collective £32.4m (R600m.) The properties involved are an office building (the "Tesco Building") in Newcastle-Upon-Tyne, a decentralised retail centre (Parc Pensarn Units) in Carmarthen, Wales and a city centre retail complex ("Bonmarche and Poundland Units") in Nottingham.

Wiese has never really shown much inclination for the local property sector. But it is worth noting that via his controlling stake in Tradehold he does have considerable exposure to UK properties via a controlling shareholding in Moor-garth. Whether there is an opportunity for Texton and Moor-garth - which has an extensive retail property portfolio in the UK - to 'touch base' remains to be seen.

Tower Property, another real estate group with significant Cape Town exposure, is also looking offshore. Tower, which owns the Cape Quarter and De Ville shopping precinct, has ventured into the Croatian market with the acquisition of the VMD KVART building B - a new-

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Transnet awards bid for Cape Town Cruise Terminal



TRANSNET National Ports Authority awarded the V&A Waterfront (Pty) Ltd the status of Preferred Bidder for the development of a cruise terminal at the Port of Cape Town, Transnet said on Tuesday.

Once all negotiations are concluded, the V&A Waterfront will invest just under R179m to finance, design, and develop the terminal. In addition, the agreement includes operation, maintenance and transfer of ownership of the facility back to TNPA after a period of 20 years.

The facility will remain at E berth, Duncan Dock, in the Port of Cape Town. Once completed, it will be able to accommodate the port's current and future passenger vessel fleet. It is also envisaged that the upgraded facility will house value-added retail and hospitality services.

The Port of Cape Town is one of the most scenic ports to sail into, set against the dramatic backdrop of Table Mountain. Cape Town is South Africa's oldest working harbour, and a mixed-use destination with not only a broad hotel offering, but a host of leisure activities and tours that depart from the V&A Waterfront.

The award follows an open and public process in line with Transnet's governance and procurement processes.

The V&A Waterfront met all the requirements stipulated in the request for proposals to develop a facility that complies with world-class standards.

The award is also in line with Transnet's commitment to encourage private sector participation as a key element of the Market Demand Strategy, while at the same time playing a significant role in enhancing tourism and job creation in the Western Cape.

TNPA Chief Executive, Richard Valihu, said; "As landlord and ports master

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Cape property a-go-go

From P1

ly built office tower in Zagreb - for EUR23.7m (R322m.) The deal follows a successful fund raising exercise Tower, when strong investor demand allowed the group to bring fresh capital of R500m on board recently. Tower's directors said the acquisition is the first in a broader strategy of establishing an offshore European platform to seek out new markets that provide strong diversification opportunities. They said that while Croatia was currently recovering from the lows experienced following the global financial crisis of 2008, property prices and rentals have reduced considerably and were believed to have "bottomed out"

from their previous highs pre-crisis.

"This shift presents a significant buying opportunity as rentals are anticipated to rise into the future as the economy grows..."

The biggest slab of deal-making goes to Equites Property - which owns large tracts of land in the Airport Industria area. Equites has clinched a R1.9bn merger with Intaprop, a development and investment enterprise. Although Intaprop owns real estate in Cape Town, the company also holds a significant portfolio in Johannesburg - which will add much needed diversity to Equites predominantly industrial-aligned, Cape-based portfolio.

Ingenuity, which focuses almost exclusively on the Western Cape property market, has snapped up two more properties in the bustling commercial and retail node of Claremont. Ingenuity will acquire 'Toffee Lane' and Claremont Central for R105m. The properties sit adjacent properties already owned by Ingenuity, consolidating ownership of an entire strategically situated block - bounded by Main Road, Vineyard Road, Dreyer Street and Toffee Lane in Claremont. Ingenuity has also snapped up the well-known Ramsay Media Building in Pinelands for R25.5m.

Apex SCP traffic doors

RESTAURANTS, banquet halls, dining facilities and other food service businesses are constantly looking for ways to reduce costs without compromising on food quality. With the spiralling cost of food, continuous fuel price increases and annual staff salary bill growth they are forced to find creative ways to contain expenses.

Keeping food fresh and free from contaminants is a constant challenge. Airborne pollutants as well as germs transferred from door handles during opening and closing operations can play havoc with ensuring a clean and hygienic environment. Added to the problem is the aggravation of maintaining a food-friendly temperature inside food preparation areas.

Wim Dessing, managing director of Apex Strip Curtains and Doors, says that the solution to cost containment and fresh dishes is an affordable and reliable Apex SCP Traffic Door. The double action door opens with a gentle pressure then slowly returns to the closed position, ensuring a hygienic and safe entry and exit for users.

In addition, the perimeter gaskets and an insulated panel on these doors allow them to be used where a temperature differential must be maintained between two areas. The design of the Apex Traffic Door furthermore helps to control air, moisture, as well as dust and dirt particulate movement from other areas. "This is particularly



The Apex SCP Traffic Door opens with a gentle pressure then slowly returns to the closed position.

important to businesses where sensitive food items such as chicken, meat, fish and dairy products depend on a cooler ambient temperature to prevent the introduction of pathogens and bacteria," Dessing points out.

While electrically, hydraulically or pneumatically operated doors are often beyond the budget of the food preparation industry, the Apex SCP impact traffic door provides an extremely cost effective and efficient alternative.

Further cost savings are introduced with the physical construction of the doors. The material used is selected to withstand knocks, bumps and scrapes and the hidden hinge system is engineered to provide smooth operation over many years of service. The hinge system allows the doors to swing in both an in-

wards and outwards motion, allowing for safe and easy passage for pedestrian traffic. The mounting system used on the Apex SCP Traffic Doors is designed to strengthen the door jamb and is offered in a range of attractive materials and décor options.

"Our team works closely with customers to devise a solution that works well for their specific application. We consider factors such as the location of the food preparation area and areas opening onto it. The volume of pedestrian and other traffic such as food trolleys is also accounted for and the visibility of the doorway from front end operations is factored in to ensure complementary aesthetics. The result is a double action impact traffic door that provides a superb return on investment," Dessing concludes.



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Three goals for manufacturing growth

AT the Manufacturing Indaba at Emperors Palace, Ekurhuleni on June 29th and 30th, Manufacturing Circle Chairperson Bruce Strong joined other keynote speakers to launch an important document entitled "Three goals to grow manufacturing: South Africa's greatest opportunity for job-rich growth."

"The document was launched at the event because we believe

this exactly what the subject of the Manufacturing Indaba is all about: South Africa's greatest opportunity for job-rich growth," says Coenraad Bezuidenhout, Executive Director of the Manufacturing Circle.

The Manufacturing Circle has been a partner to the event since its inception and along with other key partners, is making strategic inputs to the

event content to ensure that it is relevant to all stakeholders in the private and public sector with an interest in manufacturing.

"Attendance and interest of manufacturers until the last minutes of the inaugural event in Ekurhuleni was exceptional because the event is about identifying opportunities in the market for greater alignment between government

and the private sector," says Bezuidenhout.

Given the international profile of speakers (including three global manufacturing experts who flew in especially for the event) the high-level involvement from government and the private sector, and the heightened relevance of this year's programme, the 2015 event was truly invaluable to South Africa's manufacturers.



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Deneb still fighting

THE old saying that "there's life in this old dog yet" might apply perfectly to Epping-based Deneb Investments – which houses the industrial remnants of the original Seardel clothing and textile empire.

Seardel was last year split into media assets (see separate story in this edition) and industrial assets – the latter being housed in Deneb. Considering the operational assets are focused on tough industrial niches, not many observers were giving Deneb – despite shedding its loss making clothing manufacturing assets – much of a chance to spin meaningful profits. But the company – which now comprises textiles, industrial products and branded product as well as a valuable property portfolio – managed an encouraging (and surprising)

attributable profit of R209m in the year to end March.

The performance is all the more remarkable considering that CEO Stuart Queen reported that a challenging manufacturing environment was exacerbated by industrial action within Deneb's own businesses as well as those of its customer and supplier bases coupled with inconsistent electricity supply. Queen, though, cautioned that the R209m profit figure should be seen in the context of R72m of tax income recorded in the financial year (through the recognition of a deferred tax asset) and the revaluation of investment properties by R70m. He said overall the current year's results were mixed.

"On the one hand, we are pleased to report the strong attributable profit. However,

the year was not without its challenges. That being said, the fact that the Group is quite strongly profitable in a challenging year is testament to the improving resilience of the various businesses."

He stressed that much work had gone into improving Deneb's balance sheet over the past few years – pointing out that interest-bearing debt stood at 19% of total asset value at year-end (down from 21% a year ago.)

"We believe that the quality of assets reflected on the balance sheet has also improved over the last few years with properties now representing 37% of the R3bn total asset value, while plant and equipment comprises a little over 10%."

Deneb's divisional report showed the company's Branded

Product segment as most vibrant with revenue growth of 47% to R1.4bn. But operating profit before finance costs declined 52% to R20m – the profit performance affected by a decision to invest heavily in Seartec, the office automation and electronics distribution business. Queen said this investment included strengthening the management structures, expanding the product profile, improving the facilities by moving into higher-profile properties in a number of the major centres, spending on the technology back-

bone of the business and increasing its exposure by upping the marketing spend.

"These interventions increased the cost base quite significantly, but we are confident that the investments made will see enduring benefits over the medium-term."

He added the performance of the Branded Product was also affected by challenges in the Prima Toy business – even though turnover continued to grow.

"The rapid depreciation of the Rand leading up to the busy Christmas season put pressure on mar-

gins and this, coupled with an increased level of returns post-Christmas, saw operating profits fall below those achieved in the prior period."

Deneb's recent acquisition of a variety of sports brands saw Brand ID's performance improve markedly. Queen said this start-up business had now reached breakeven.

"We anticipate that it will become a contributor going forward."

Queen said the textile segment saw challenging trading conditions, and saw

operating profit fall 21% to R28m. He said the performance of this segment was influenced by a reduction in the value of public procurement tenders awarded.

Higher energy costs, downtime as a result of loadshedding and a strike at one of the operations as well as industrial action in the customer and supplier base, also hit the performance of the textile division. Queen was pleased at the textile division's performance.

"Given the problems experienced, we

Continued on P5

Leuze retro-reflective sensors eliminate need for manual alignment

THE calibrated *abeam* optics on the Leuze PRK 18B Series sensors ensure precise striking of even the smallest reflectors, eliminating the need for time consuming alignment after mounting. With a host of new features, the innovative sensor can reliably detect small, thin and transparent objects, such as foils, even under extreme environmental conditions.

Gerry Bryant, managing director of sole Southern African distributor for Leuze sensing equipment – Countapulse Controls – says that these compact sensors have a shorter response time, higher switching frequency, improved adjustability of the switching point and a tracking function for extending the cleaning interval.

Leuze *abeam* technology includes an auto-collimated lens which is up to eight times more precise than standard optics. With a maximum deviation of $\pm 0.25\%$, the light beam



*The calibrated **abeam** optics on the Leuze PRK 18B Series sensors ensure precise striking of even the smallest reflectors.*

has a deviation of only $\pm 2.2\text{mm}$ over a distance of 500mm.

"When compared to a two lens system, these auto-collimated sensors have only one optical channel, thereby eliminating angle errors and removing restrictions with regard to their

fitting position. This makes them the ideal choice for detection of objects at short ranges," Bryant points out.

The elimination of an additional front screen prevents reflections and reduces drop formation for a more accurate sensing capability. Accuracy and reliability of detection is further ensured through the compensation for temperature fluctuations of $\pm 20^\circ\text{C}$.

The Leuze PRK 18B has a switching frequency of up to 5,000 Hz, a response time of 100 μs that makes it considerably faster than comparative sensors at dynamic transport speeds and a jitter time of 32 μs , resulting in increased accuracy at static transport speeds.

The M4 internal threads of the Leuze PRK 18B sensor are integrated into the highly robust housing, reducing materials by 80% and resulting in faster, uncomplicated initial mounting and subsequent device changes.

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TFG cashes in

PAROW-headquartered fashion retailer The Foschini Group (TFG) is making remarkable progress in its strategy to drive its cash-based sales. The most compelling evidence of a plan working is that TFG's Rewards program now boasts cash reward customers of more than 3,6 million. In the financial year to end March TFG's cash sales grew almost 20% compared with 16% in the previous financial year.

TFG – which owns

popular fashion chains Foschini, Markhams and Totalsports – has traditionally been viewed as a credit retailer. Its 'neighbour' Pepkor – also based on Parow – has always set the high level mark for cash based sales in the fashion retailing segment. Although TFG is unlikely to challenge Pepkor's position, its cash sales as a percentage of total sales reached a commendable 45.6% from 42.2% in the previous year whilst cash sales for the group.

TFG CEO Doug Murray said that on an annualised basis, cash sales as a percentage of total sales would have increased to approximately 54% if the recently acquired Phase Eight chain in the UK was included. It seems like cash sales momentum is building with Murray noting stronger cash sales growth in the second half of the financial year. He said this reflected the ongoing appeal of TFG's merchandise to customers.

Overall TFG produced a solid result for the year with combined retail sales growth of close to 14% - which is well ahead of inflation. Murray said the group continued to grow trading space by opening 195 stores for the full year in South Africa and the rest of Africa (with 26 stores closed.)

He added that TFG recently launched its online trading platform with two of its brands TFG Mobile and @home – noting their performance to date had been encouraging and in line with management's expectations.

He continued by saying TFG would also open more than 160 new stores in 2016 in South Africa and Africa as well as launch an e-commerce platform for sportswear and outdoor retailers Totalsports, SportsScene and Duesouth this month. Other plans included the launching of the "tweens" brand in August.

He said sales into the first six weeks of the new financial year - excluding Phase Eight – were at similar levels to the past financial year. But he did note that in recent weeks' sales were lower due to unseasonably warm winter weather. Murray also raised concerns around the potential ongoing impact that loadshedding was likely to have on TFG's business.

"However, we anticipate continuing to benefit from good cash sales growth."

We're living in an online world: it's time to start learning at an online speed



THE world is changing at a faster rate than ever before. Working professionals need to constantly adapt and learn new skills if they want to stay relevant and continue to add value - is online education a viable solution to staying competitive in today's workplace?

It's currently estimated that the amount of knowledge in the world is doubling every 13 months. According to IBM, the ongoing trend towards a "the internet of things" will quickly lead to a world in which the doubling of our collective human knowledge happens every 12 hours.

This, combined with the rapid adoption of technology in every sector of the economy, means that working professionals need to constantly adapt and learn new skills if they want to stay relevant and continue to add value in their careers.

HR executives worldwide are reporting the "skills gap" as the single greatest organisational challenge faced in 2014,

and Forbes Magazine predicts that this trend will continue to gain ground until tertiary education curriculums are revised to better align with the demands of today's job market.

In South Africa, the University of Cape Town (UCT) partners with the country's leading online education provider, GetSmarter, to present a portfolio of over 60 university-approved online short courses, in the hopes of addressing the growing need for industry-relevant skills development and training among working professionals who may not be able to study full-time.

"We have to recognise that the educational needs of modern working professionals have changed," says GetSmarter's Chief Academic Officer Rob Paddock. "The existing higher education system worked exceptionally well for the industrial era economy, at a time when information was scarce, and change happened slowly. Now that we've entered the information

era, that has all changed. Modern careerists now have to become lifelong learners if they wish to stay relevant and advance their professional ambitions.

"And that's where online short courses, particularly those offered by the University of Cape Town and GetSmarter, are servicing an important need in the market. Throughout their careers, modern working professionals need to learn, unlearn and relearn without having to quit their job and go back to University. By completing online short courses from the comfort of their own home, working professionals can keep their skills up to date, and receive a certificate from a top University to validate their competence."

UCT's online short courses are delivered entirely online, through GetSmarter's Virtual Learning Environment, over the course of 6, 10, or 12 weeks. Course

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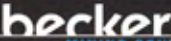
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Transnet awards bid for Cape Town Cruise Terminal

From P1

planner, Section 56 of the National Ports Act mandates TNPA to contract with private terminal operators to design, construct, rehabilitate, develop, finance, maintain and operate port terminals or facilities.”

He said the Cape Town Cruise Terminal is one of the section 56 initiatives that Transnet has identified for the Western Cape. All international cruise liner vessels are required to dock at the Port of Cape Town as the first port of call in line with a Directive from the Minister of Home Affairs under the Immigration Act 13 of 2011.

“The upgraded Cape Town cruise terminal facility to be developed by V&A Waterfront will be a gateway to a unique African experience in cruise tourism,” added Vallihu.

“Transnet is excited about playing a role in entrenching Cape Town as a leading destination in Africa and the world. The city will benefit from a world-class facility that will attract greater international cruise liner calls, create jobs and strengthen the tourism offering of not only the Mother City, but South Africa as a whole,” he said.

V&A Waterfront CEO, David Green, said, ‘We recognise that cruise liner tourism is one of the fastest growing areas of tourism. Our area of responsibility is that of contributing positively to Cape Town, the Western Cape and South Africa. This award is an opportunity to positively contribute to the economy, job creation and providing a positive experience for all visitors.’

“The cruise terminal gives us the opportunity to extend a warm welcome to our fair city, and is important due to the first impression it will create of Cape Town,” said Green.

He said that there was great scope to improve the passenger experience upon disembarkation, and also the opportunity to work jointly with South African Tourism and cruise companies to grow tourism business.

Deneb still fighting

From P3

are pleased at how well the textile businesses withstood the tough year and this reflects the work that the management teams within these entities have done to improve the quality of revenue and operating efficiencies.”

He admitted, though, that operating margins remain

wafer-thin and were weighed down by the last of the loss-making businesses in the manufacturing space.

“Progress is being made on a number of new initiatives that will look to address the margin concern.”

Deneb’s industrial segment saw revenue up 6%, but recorded a 30% drop in oper-

ating profit to R25m. This division was largely beset by the same problems dogging the textile sector.

Deneb’s initiatives to secure sustainable viability for its operating divisions will be interesting to gauge in the year ahead. Queen noted Deneb had been working diligently to make in-

cremental changes to the businesses so that they become more resilient to adversity.

“These incremental changes take the form of discontinuing unprofitable businesses or product lines while, on the other hand, looking to enter new growth areas and diversify and deepen quality revenue streams.”



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Public-Private Partnerships – a lifeline for South Africa

PRIVATE sector service providers looking to enter the public sphere should be willing to move beyond simply meeting the basic requirements of a project as defined by the public sector Terms of Reference (TOR.)

This is according to Gill Jones, Director of Client Solutions at UTi. Jones, in her presentation during the recent 37th SAPICS conference, validated how effective public-private partnership engagements can be in improving the lives and futures of ordinary South Africans.

Jones advises that private sector be willing to learn lessons at risk and at cost to the business for a period of

time, but should work on building a trust relationship while learning those lessons.

“The risks taken and profit sacrificed might not make traditional business sense, but it has a bigger goal – the heart of the supply chain – that of providing services of a high quality to South Africans.”

South Africa’s future, its success, rests upon the upliftment and education of her youngsters. While more than 20% of state expenditure is allotted for the purpose, the timely delivery of resources to around 11 million learners, more than half of whom are in rural schools, is testing.

A partnership that does more than ‘just’ work

Private courier and logistics firm UTi and the Lebone Litho Paarl Media Joint Venture (JV) were tasked by the public Department of Basic Education (DBE) with the distribution for the Workbook Project. The state-funded initiative delivers nearly 60 million of the books throughout South Africa.

Unlike textbooks, workbooks are provided for learners to practice their language and numeracy skills – those already taught in the classroom. The UTi-JV-DBE partnership saw workbook de-

liveries to learners improve from below 95% in 2011 to a staggering 99.9% in 2014. Learners not only had their workbooks on time, but six months prior the start of classes.

A lack of accurate data prompted UTi to recommend that a database cleansing process be followed, allowing the company to streamline distribution.

“Although database cleansing and maintenance was not in the TOR of this project, it delivered immense

value in terms of meeting and exceeding project deliverables, and in the end achieving the truly important objective of getting the right textbooks to the right schools at the right time,” Jones explains.

How to make Public-Private Partnerships work

“Working in the public sector, you are bound to very strict Terms of Reference. As a private sector provider, working on

that size of project with public sector for the first time, you have to remember that you are dealing with public funds that need to be regulated according to the upfront-agreed TORs,” says Jones. “Once you’ve won the project, and you start setting up Service Level Agreements (SLAs) you are bound to the rigid TORs, with no room for negotiation on either time or price.”

Jones doesn’t want these facts to put off private sector provid-

ers from engaging with public sector and ultimately achieving the best possible service delivery for South African citizens.

“Just keep in mind that with limited information you have to cost a responsible risk factor to it,” she explains. “

From there on it is up to you to stay focused on the end goal, and let your experience guide you in building trust relationships that will allow innovation to be to the benefit of the greater good.”

Join construction suppliers and experts at the Cape Construction Conference and Trade Expo

THE Cape Construction Conference and Trade Expo is the only event that deals specifically with the opportunities and challenges of the Western Cape construction Industry. In its 3rd year, the Cape Construction Conference and Trade Expo is the must attend event for industry stakeholders who are interested in learning about the latest trends and development in the construction.

The World Bank’s Doing Business in South Africa 2015 report recently named Cape Town as the most conducive city for the construction industry in South Africa. This undoubtedly has a ripple effect on the entire province, making the Western Cape the prime province to invest and grow in. The Western Cape has earmarked R17.3bn for infrastructural public works and investor confidence in the province’s property development sector has seen a significant boom.

The entire construction value chain has a crucial role to play in the Western Cape and the Cape Construction Conference and Trade Expo provides the rare opportunity of engaging these stakeholders under one roof. The Cape Construction Conference focuses on the strategic and technical elements of construction, with an audience that consists of architects, engineers, quantity surveyors, contractors, builders, property developers, procurement managers and government our content speakers directly to the construction industry. This year’s programme focuses on creating lasting synergies and collaborative opportunities for all stakeholders that not only grows the industry, but also has a positive effect on

the individual company’s bottom line.

Cape Construction Conference headlines industry heavy-weights such as MEC of Agriculture, Economic Development and Tourism, Alan Winde, who will be discussing government opportunities in the province and how government aims to minimise red tape, MEC of Human Settlements Bonginkosi Madikizela who will look at the opportunities available for the construction industry within human settlements, and MEC of Transport and Public Works Donald Grant who will highlight how his department and the private sector can work together to meet key infrastructural goals.

The Cape Construction Trade Expo is the ultimate marketing experience for suppliers and solution providers

to the construction industry. Boasting over 100 exhibitors, this trade expo plays host to suppliers and solution providers involved in pre-construction, construction and post construction phases of the construction cycle. Chemicals, tools, equipment, finishes, materials and contracting services suppliers will be on hand showcasing their latest technologies and solutions.

The Cape Construction Conference provides a rare holistic look into the construction industry with a major focus on mega-trends, solutions and opportunities. It shines a spotlight on all key areas of construction from procurement to energy efficiency and project cost efficiency. Together with the trade expo that showcases all industry solution providers through the entire project cycle, Cape Construction Conference and Trade Expo is truly a must attend for the construction industry.

For further information, please visit

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Crookes fruit gets bruised



AGRI-BUSINESS group Crookes Brothers saw less succulent returns from its bulked up Western Cape-based deciduous fruit business in the year to end March. Crookes reported that although revenue was up strongly at R140m (compared with R90m in the previous financial year,) operating profits were more than halved to R16m (previously R39m.)

Crookes MD Guy Clarke said deciduous prices in the company's major African markets were affected by demand weakness as the oil price fell. The robust oil price has buoyed a good number of oil and gas rich African economies in the last few years. Hopefully the higher crude oil price will see the weaker demand trend in Africa reversed in the financial year ahead.

ing juncture in terms of furthering its deciduous fruit interests.

The company is in the throes of raising R215m of fresh capital to deploy into new agri-business projects. Clarke reckoned the

agricultural environment in southern Africa continued to offer great potential arising from regional economic growth, global food security concerns and renewable energy opportunities.

If smaller deciduous producers are feeling a profit squeeze, CBN has to wonder whether a portion of that R215m might be planted in new fruit opportunities in the Western Cape?

CBN has to wonder whether a portion of that R215m might be planted in new fruit opportunities in the Western Cape?

But African markets were not Crookes' only challenge. Clarke also noted that economic sanctions against Russia caused an over-supply of fruit in Europe.

"Revenue was consequently markedly lower than anticipated, and with these lower prices, fruit stocks and biological assets did not achieve the levels at which they were valued at the prior year-end."

The disappointing yield from the deciduous fruit operations coincides with the first time that the contribution of the recently acquired High Noon farming operation was included for a full financial year. Two years ago Crookes acquired the High Noon estate near Villiersdorp - comprising 200ha under deciduous fruit with a further 40ha available for development - for R103m. The deal pushed Crookes' deciduous area under management to around 700ha - giving the group critical mass in this farming niche. Events certainly put Crookes at an intriguing



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Be free with 'e'?

WILL re-configured Sear del Investment Corporation - which now holds a 64% interest in Sabido Investments as its only asset - become a broadcast media giant?

Cape Town-based Sear del is controlled by empowerment giant Hosken Consolidated Investments (HCI) while Sabido - which has Remgro as a significant equity partner - controls free-to-air broadcaster e-tv.

HCI has shown much faith in Sabido, recently underwriting a mammoth R5bn rights issue to emancipate Sear del from debt. The investment by HCI was seemingly well-timed with terrestrial television broadcasting in South Africa in an imminent phase of migration from analogue to digital plat-

forms. The mechanism of the rollout of Digital Terrestrial Television (DTT) depends on the policy on digital migration, which is determined by the Minister of Communications.

At the time of writing Sabido had just lost its case to require encryption on government sponsored signal converters (or set-top boxes) in the High Court in Pretoria. So, as things stand, e-tv's new multi-channel offering will be available to more screens than ever before as DTT is rolled out - just without the encryption function.

Just how much this initiative will stimulate Sabido's revenues is anyone's guess at this stage.

The past financial year to end Febru-

ary was described as a period of consolidation by acting Sabido CEO Kevin Govender - who is filling in for the more than capable Marcel Golding who exited late last year under controversial circumstances. Govender noted in his review that during the second half of the financial year management took a critical look at all of the business units.

"A strategic decision has been made to exit some non-core and certain underperforming entities within the group."

He said some of these entities were either sold or discontinued during the current year - including the production arms of a documentary unit in Sabido Productions as well as the

Natural History Unit, the eNCA Africa division, e.tv China and the Africa Channel.

Sear del also expects Sabido to exit its investments in Power and Sentanta once suitable opportunities arose. This will allow the company to focus on its core SA operations - being e.tv, eNCA, e.tv Multichannel, OpenView HD (Platco) as well as its radio, production and property interests.

OpenView HD appears to be the main focus. Govender said Sear del continued with its strategy to further develop its multi-channel and OVHD platforms with an additional investment of R245m.

"This, albeit costly and currently loss making in the absence of significant revenue due to the delays in DTT and the slow box uptake, is necessary to establish these platforms for future content development and



channel creation."

The push into OpenView also resulted in significantly reduced profits for the year under review. Govender noted, though, that if the impact of the discontinued operations and the investment into multi-channel and OVHD were excluded, then the 'normalised earnings' for the year touched R520m. This is just 9% down on the previous year's figure of R572m - perhaps not a bad showing in a year where

the World Cup Soccer would have drawn viewers away from e-tv.

Govender said that to counter the prevailing competitive market conditions e.tv continued to invest significantly in new local programming with a new prime time schedule launched in March.

"We expect that this revised schedule will be the driving force behind a resurgent e.tv in the new fiscal year."

He conceded that

the concept of increased choice is becoming commonplace amongst South African television viewers.

"To bring viewers into the group stable e.tv's multi-channel bouquet, currently available on satellite platform OpenView HD, is the route to providing viewers who want choice with that possibility. We expect better growth in the take up of OpenView HD set top boxes in 2015/16 and, consequently, better revenues."

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**H B Systems:
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AFTER having been a Siemens Partner for most of its 20 year existence H B Systems is gearing towards direct sales of Siemens Automation and Drives products.

These products are now kept in stock in addition to those products used for systems and components manufactured at the H B premises in Somerset West.

First on the list is the new range of entry-level Variable Speed Drives, the SINAMICS V20 Basic Performance inverter range is a simple and cost-effective drive solution. The V20 Inverter sets itself apart as a result of its quick commissioning times, ease of operation, robustness and cost-efficiency. With five frame sizes, it covers a power range extending from 0.12kW up to 30kW.

SINAMICS V20 has a compact design, and can be individually adapted to the particular application or user requirements using various options (for example, an external BOP, connecting cable, filter, braking resistors, shielding, etc.) The compact and rugged devices are tailored for operating pumps, fans, compressors and conveyor belts as well as for basic drive applications in the process and manufacturing industries.

Engineering, commissioning and operating costs must be kept as low as possible. You have precisely the right answer with the SINAMICS V20.

To increase energy efficiency, the inverter is equipped with a control technique to achieve optimum energy efficiency through automatic flux reduction. It can also display the actual energy consumption and has additional, integrated energy-saving functions. This allows energy consumption to be slashed drastically.

With its team of well-versed technicians H B Systems is positioned to provide expert affordable customer support and assistance.

We're living in an online world: it's time to start learning at an online speed

From P4

categories include Business and Management; Finance; Entrepreneurship; Arts and Design; Systems and Technology; Health and Wellness; Real Estate; Talent Management; Writing; and Law. Each course is presented by an industry expert who engages with learners daily via the online discussion forum, and offers individual written feedback on all assignments submitted over the duration of the course.

"Support of this na-

ture ensures that learners remain motivated throughout their online learning journey," explains Paddock. "In our experience, average completion rates are as high as 90%. "Our online education philosophy brings the art and science of learning together with technology and people to provide a meaningful and interactive learning experience that benefits from the latest advances in online learning technologies.

"The high-touch sup-

port model provides learners with personalised support from a dedicated Course Coach, and ongoing access to a Course Instructor - the industry expert. As learning is enhanced when done in collaboration, a range of social learning activities are also practised with the virtual classmates. Proactive approaches to designing learning activities around real-world situations foster relevant, concrete skills development."

The latest Pricewater-

houseCoopers (PwC) global survey of over 1,300 CEOs in over 68 countries worldwide revealed a telling local trend related to what UCT and GetSmarter have set out to achieve: Compared to their global peers, South African CEOs are slightly more likely to invest substantially in filling talent gaps, with over 89% of those surveyed planning to make major development changes to their strategies for managing talent in the

next 12 months.

According to GetSmarter, over one third of their current learners have their short course fees paid for by their employers. Because these UCT short courses are entirely distance-based and completed online, they don't interfere with regular work schedules and the skills gained part-time can be immediately applied in the workplace to make a visible difference in the employee's current role.

With over 20,000 South Africans already having taken one of UCT's online short courses - and 83% of those professionals reporting experiencing career advancement in some form within six months of receiving their UCT certificate - online education appears to be gaining momentum as a recognised means for ambitious professionals to expand their skillsets and drastically increase their economic competitiveness.

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SINAMICS V20 Basic Performance inverter sets itself apart as a result of its quick commissioning times, ease of operation, robustness and cost-efficiency. With five frame sizes, it covers a power range extending from 0.12 kW up to 30 kW.

Afrimat's solid profit foundations

AT a time when construction giants are buckling and bending, it is almost inconceivable that Bellville-based building products supplier Afrimat can be reinforcing its profits. In the year to end February Afrimat – headed by the down-to-earth Andries van Heerden – increased revenue 5% to R2bn. But Van Heerden's ability to run a tight ship in tight times saw the company increasing bottom line profits 23% to R200m.

This is a standout performance in a sector where trading margins are crumbling. It must be said that Afrimat has set a solid foundation for its continued success many years ago by never over-extending the company's resources.

Van Heerden reiterated that Afrimat will “pursue a conservative growth strategy preserving the integrity of the balance sheet.”

Afrimat's secret also lies in its diversification. At last count the company operated two dozen commercial quarries, half-a-dozen sand and gravel mines, three dolomite mines, two clinker operations and a limestone mine. And that's not all ... there are also two silica mines as well as nine concrete brick and block factories and 14 Readymix batching sites. Van Heerden reckoned this arrangement generated a balanced consistent income stream.

It's fair to argue that newer acquisitions have spurred Afrimat's recent growth, but in the past year Van Heerden reported an improved contribution from the company's traditional aggregates businesses in the Western Cape and KwaZulu-Natal.

He added that the ‘traditional’ businesses contributed a chunky 36% of Afrimat's profit before interest and tax - growing by more than a third in the financial year. Van Heerden stressed that one of Afrimat's biggest strengths was to pre-empt market changes and the ability to adapt quickly.

“We have 50 years of management experience in the industry with knowledge to pre-empt changes in order to protect growth.”

Looking ahead, Van Heerden said market indicators were more positive than

in the past.

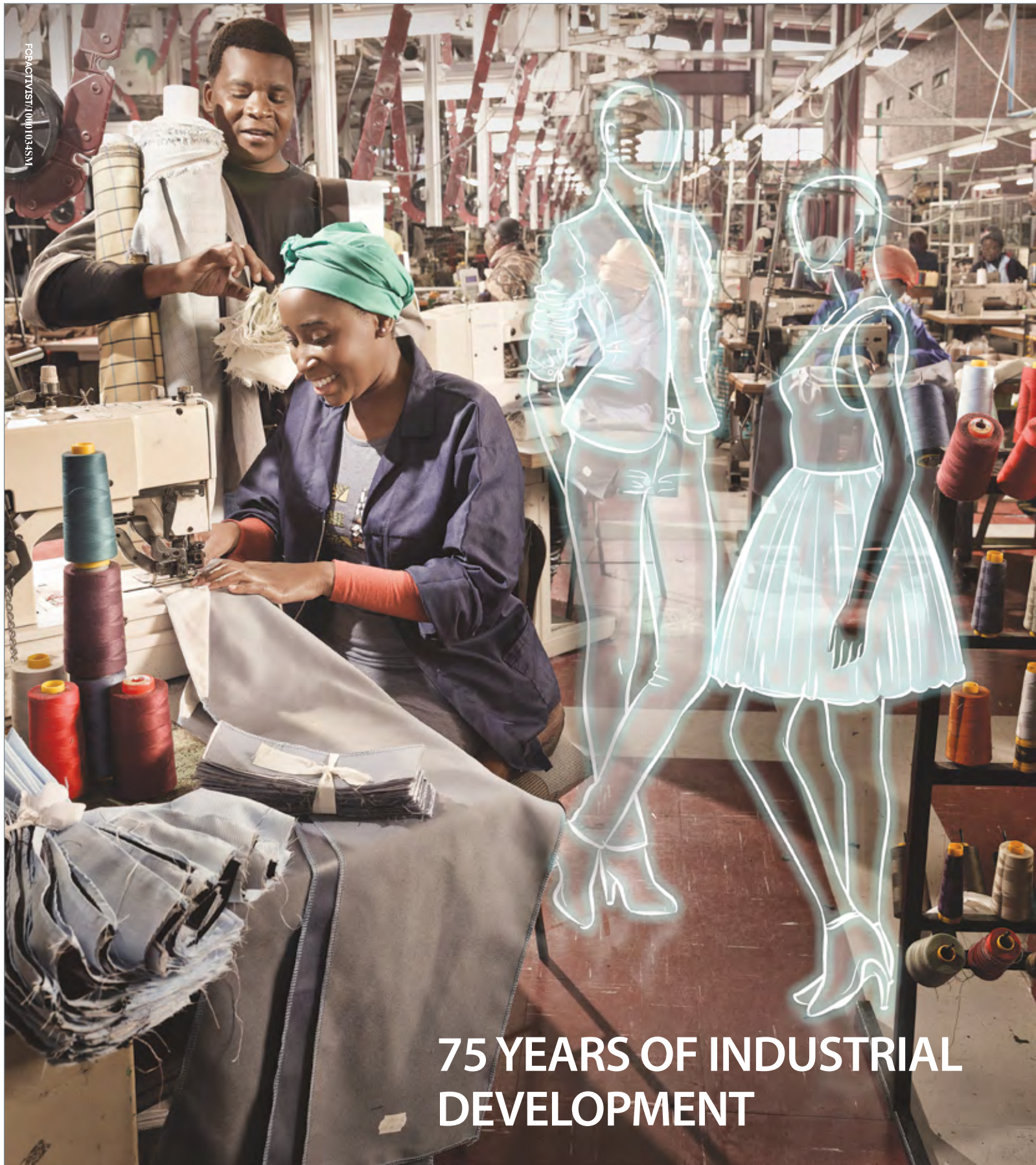
He believed Afrimat could score from an increase in smaller infrastructure and services projects – adding that roads remained a focus for government.

It may be worth watching Afrimat for

signs of corporate activity in the months ahead as it has become clear that its most recent acquisition, Infra-sors, has been bedded down profitably.

Van Heerden pointed out any acquisition targets would be considered if the price

tag was below 15% of Afrimat's market capitalisation on the JSE. He added any possible takeover targets would need to ply their trade in Afrimat's “space of expertise,” offer a high upside and must strengthen the company.



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The heavy impact of load shedding and the significant increases in electricity tariffs on the bottom lines of many businesses in South Africa, is driving business owners to consider investing capital in energy efficiency and security, which has always been viewed as a non-core business activity.

“Investing in energy, as well as effective energy usage may be just the solution for companies to overcome the energy crisis. Inevitably, because of load shedding and cost pressures, energy has moved to the top of the list of business challenges for many companies in South Africa,” says Berrie de Jager, Head of Natural Resources, Commercial Banking at Standard Bank.

Traditionally, business owners spent most of their time on expansion strategies, growth and tapping into opportunities in new markets amongst other focus areas. While this is still important, the focus has now shifted to also ensure that their businesses have consistent electricity supply, which is being facilitated through capital investment.

For example, you often find manufacturing companies using credit lines that were initially extended for their business operations, to fund their energy security needs. Consequently, investing in security of energy supply has proven to reduce long term electricity costs significantly for many companies. CEOs are realising the advantages of investing in electricity production capabilities within their companies.

de Jager says companies that opt to fund electricity supply in a cash flow neutral basis often come to the bank

Continued on P14

LAMNA consolidates asset-based lending practice in SA

THE worldwide trend of traditional banks tightening their lending criteria has given rise to a number of innovative financial solutions – one of which is asset-based lending. LAMNA Financial has firmly positioned itself in this sphere, coming to the aid of numerous cash-strapped individuals who received short-term loans by offering their assets as collateral.

Two years in existence, LAMNA has established itself nationally as an alternative lender in the South African asset-rich market, providing temporary finance solutions in the absence of banks, which have not relaxed their stringent credit criteria since the onset of the global recession.

“We are very pleased about the amount of repeat business we get,” says LAMNA co-founder and CEO, Charles Meyerowitz. “It shows that our clients find the process transparent, trustworthy and fair and they return.”

To meet the increasing demand for

asset-based finance, LAMNA has extended its range of services to include bridge loans to homeowners looking for an advance on their property sale and even estate agents who rely on commission. Two new offices in Durban and Bloemfontein have recently been opened complimenting the existing offices in Johannesburg, Cape Town and Port Elizabeth.

LAMNA offers a solution for someone who needs access to cash immediately. Besides entrepreneurs, who often have irregular income due to a delay in payment from existing customers, property sellers may also find themselves in need of cash during the waiting period of property transfers and/or registrations.

“We advance money to property owners who have sold their properties and are waiting for the transfer to take place before they receive the proceeds,” says Meyerowitz. “In such a case, we will advance the seller money to bridge the time gap which can be quite erratic and dif-

ficult to plan around.” LAMNA also provides bridge loans to recipients of Road Accident Fund payouts who often have to wait months for the money to be paid.

South Africans who own valuable assets, such as luxury watches, jewellery, artwork, cars, yachts and fine wine collections have approached LAMNA in the past two years to collateralise their possessions in exchange for a short-term loan. The only conditions are that the borrower is the rightful owner of the asset with no outstanding debt on the item.

LAMNA offers a discreet and swift service and the initial value assessment is done online, which means clients can enquire about the company’s services in the comfort of their own homes.

“Once the application is approved, we get an industry expert to value the asset,” says Meyerowitz. Added advantages are that borrowers do not have to undergo credit checks or provide any income



LAMNA co-founder and CEO, Charles Meyerowitz.

or employment verification. “Potential borrowers will quickly know if their application for an asset-based loan has been successful or not, eliminating unnecessary waiting periods,” says Meyerowitz. “The process is quick.”

The asset offered as collateral is stored securely at a location with 24-hour security and surveillance cameras. Interest on the loan is charged monthly within the stipulations of the National Credit Act. Once the loan is repaid in full the asset is safely returned.

Thinking of selling your business?

WHILE there is plenty of information available on starting a business there is little advice on how to exit your business. So what happens when it is time to retire, diversify wealth, or just make a lifestyle change? How do you maximise the return on your ‘sweat and tears’ and financial investment over the years?

“There are very important decisions a business owner must make and it is vital that a qualified and experienced professional be appointed to advise on

the deal,” says George New of Horizon Capital Corporate Finance, a Cape Town-based, ‘boutique’ Corporate Finance house, specialising in the sale and acquisition of medium sized enterprises. Selling a business can be a very complex and time-consuming proposition with many issues to address.

Is the economic environment conducive to selling?

A buyer’s view on the future economic situation and how it

will impact on the business is a primary factor. Slow economic growth puts pressure on buyers to grow their businesses through acquisitions.

Furthermore, high stock market valuations and low interest rates provide a favourable market for the sale of a business, and tends to increase the attractiveness of acquisitions.

New says Horizon Capital Corporate Finance is currently looking for businesses for buyers, be they corporates, medium

enterprises or private investors, across all industry segments.

Be compliant and maximise value

A business can be sold under different types of sale agreements each having very different tax, legal and accounting implications. Which is the optimum vehicle to use to maximise value for both parties?

Is the price right?

Businesses can be valued by price/earn-

ings multiples, Net Asset Value and/or by means of a Discounted Cash Flow – which is most applicable to your business?

What is the market related value i.e. how much will a potential buyer be prepared to pay?

Structure the deal effectively

Business sellers must fully understand the deal structure and its implications, as well as any earnings warranties or other guarantees.

What about the buyer?

The buyer should be a good strategic and cultural fit to ensure synergies are maximised. In most cases the seller will stay on for a period of time and so needs to get along with the new owners in terms of goals, objectives, ethics and values.

Signed and sealed, but not delivered – yet!

Timing the sale of your business in terms of your own personal life cycle is critical. Sellers must take into

consideration that a buyer may want them to stay on in the business for up to two years after the sale and would want them to continue to be energetic and engaged in the business. Strong advice is not to procrastinate starting the sale process for too long as the sale of a business can take time.

Solution

New adds, “Horizon Capital provides a full turnkey solution for the seller from the initial preparation of the business to the facilitation of the purchase payment. The service commences with Horizon Capital attaining an understanding of your business as well as the owners personal objectives; it assists in preparing the business for sale, wholly or partially; undertakes a valuation of the business; prepares a comprehensive Information Memorandum and approaches potential buyers in a discreet and selective manner; identifies the optimal deal structure and negotiates a ‘fair’ price; thereafter overseeing the preparation of the Sale Agreement and supporting documentation.”

All transactions with potential buyers are governed by confidentiality agreements to protect the interests of all parties.



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Should you be considering the sale of your business, or seeking acquisitions, please contact our Corporate Finance team on 021 425 8586 for a confidential chat. George (gnew@horizoncapital.co.za Cell 083 452 5872) or David (dsedgwick@horizoncapital.co.za)

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Mixing without compromise



Motovario double reduction counter rotating auger drive.

WHEN mixing powered and liquid materials, consistency is key, and manufacturers rely on their equipment to ensure the consistent quality of each mixed batch. In the Mixing industry, focus is ever moving with technology.

While most liquids are mixed with traditional one blade mixer arm, this dry batch mixer uses Motovario's latest high efficient geared motors, coupled to a double shaft with double,

counter rotating mixing blades. This solution is used by an international food additive plant, where consistency is of paramount importance.

The engineering of this solution is intricate, as one shaft runs inside another into the mixer/auger. The main drive, rotates the auger in a clockwise or anti-clockwise direction around the outer parameter of the mixing tank. The secondary drive – via a set of gears – rotates

the mixing auger; this results in complete and efficient mixing.

The modular concept of this gearbox and motor arrangement allows for ease of removal of motors or part of the gearbox with zero contamination of the Ingredients.

Special, food-grade oil, along with reinforced output bearings and double output seals ensures long life and minimal maintenance on the units.

SEW-EURODRIVE appoints new MD

AFTER 12 years of service, SEW-EURODRIVE South Africa MD Ute Schoeman has stepped down to open up her own business as a business and marketing consultant in the industrial sector.

Schoeman, who made a name for herself as one of the youngest and first female MDs in the power transmission game, has led the company to double its turnover during her reign.

SEW-EURODRIVE would like to thank Schoeman for her years of service to the company, and we wish her the best of luck in her future endeavours. She will be replaced by General Manager Operations, Raymond Obermeyer, who boasts more than 25 years of operational experience at SEW-EURODRIVE.

Obermeyer, who will officially take up



Raymond Obermeyer, new Managing Director for SEW-EURODRIVE South Africa.

his post from 1 July 2015, was instrumental in the upgrading of

SEW-EURODRIVE's facilities countrywide. All factories have

been equipped to handle additional tonnage, been fitted with load test benches, tooling upgrades and new assembly lines.

He was also involved in the streamlining of process flow in the factories, which has led to optimum productivity and reduced delivery times.

Obermeyer hails from Nelspruit, where he was initially the branch manager before his promotion to Operations and Logistics General Manager three years ago.

"I have every confidence in Raymond's ability to lead the company to new heights. SEW-EURODRIVE has grown by leaps and bounds in the last ten years and Raymond has the necessary operational experience and passion for the business to ensure that this trend continues" concludes Schoeman.

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VESA's role in assisting the insurance industry with loss reduction

IT is always uplifting to know that there is hope for a better future no matter who you are. Where there is hope there is a fire that drives the passion and will to succeed.

For 28 years, VESA lived with the hope that it will save the insurance industry millions of rand by providing quality vehicle security devices for their policy holders. And yes VESA did. VESA saved Mr Policy holder thousands of rands by providing him a VESA Certificate when he thought there was no such available. VESA saved Underwriters A-Z millions of rands by ensuring that unworthy products not be approved by the VESA test house (ABS) because the product originally tested was either unsafe to use, or that it claimed to provide a service which it couldn't. This in turn saved Mr Vehicle Manufacturer millions of rands on preventing warranties from being breached. Do you realise the impact that VESA has in this industry? With VESA being incorporated into short-term insurance policies, the insurer is protected by not having to pay out a vehicle theft claim, should the insured's vehicle not have met with the criteria of being fitted with a "VESA Approved" vehicle security device.

In 2008 VESA signed an MOU with SABS for the creation of SANS 534 for microdotting and SANS 535 for vehicle tracking. Recognising VESA's success in preventing crime, the organization has been appointed as the official vehicle security standards-generating body by Standards South Africa (StanSA) also known as the SABS. During its lifespan VESA has established ties with insurance companies, the National Crime Prevention Office of the SAPS, and Business Against Crime to combat vehicle-related crimes. VESA also co-signed the MOU for the sharing of vehicle crime information with Tsohle-Unicode.

VESA has achieved its ISO 9001:2008 certification in 2013 and is currently working towards achieving its South African National Accreditation Services (SANAS) accreditation.

Financial stability

Various question and concerns has been raised during the past 26 years of its conception. Adri Smit, VESA's General Manager confirms that VESA had been through difficult times, primarily due to self interested parties during the past. The organization is however a lot bigger than the individual and had

learned a lot from the abuse of certain groups and individuals of the past. VESA has never been in a stronger financial position and any commentary otherwise should be questioned as to the agenda of the comments. Adri Smit assures that VESA is well organized and financed to tackle the future plans of the organization. It should also be noted that

the organization is a non profit organization and that the directors are not remunerated for their work.

VESA protects

The association protects the interests of insurers and the general public from being misled by unscrupulous businesses offering inferior services and products for

vehicle security.

Consumers have the right to be protected from unfair business practices, poor quality of service and harmful or inferior products. It takes care of risks by not only monitoring the security risks (ensuring the vehicle is not stolen,) but also that of the safety risks (vehicle won't start as a result of poor wiring connections, etc.) Deal-

ers are only accredited following the most stringent evaluation; VESA Accredited installers are properly trained and fitment procedure integrity is constantly monitored.

VESA and its Technical Inspectors are of assistance to any insurance related customer complaints free of charge; it will inspect the vehicle and issue a report regarding the installation

quality or fault of a vehicle security device.

VESA gladly provides specialist services to the insurance industry regarding batch vehicle inspections. In the event that an underwriter requires (for example) its top 10 high-risk vehicles client base to be inspected, VESA and its members would offer a special package for such services.

These services would include (but is not limited to) mobile vehicle inspections, upgrading of existing vehicle security device, VESA Certification and much more. These services could be offered on a bulk basis to the underwriter depending on volumes of vehicles in the inspection project.

Continued on P14

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More CEOs using capital investment to meet energy needs

From P11

to borrow money. They then effectively use the savings in their utility bill to repay their loans over a period of six to seven years or even less. However, scale matters, the larger the scale of utilisation, the shorter the loan payback period. It also depends on the type of renewable energy solutions that these companies put into the bucket.

He is of the view that companies need to consider a blend of different energy and energy efficient solutions, tailor-made for the requirements of each business. "Many companies aim to be self-sufficient in the long-term, but in most cases photovoltaic systems and

modules are used as a viable supplemental alternative for electricity consumers" says de Jager. "We are finding that companies are not only proactively coming up with solutions to reduce their energy consumption, they are also looking for capital to increase capacity in order to produce their own electricity."

Fortunately, South African banks support the notion of self-sufficient companies and are willing to engage companies on ideas and products to alleviate the energy crisis.

In the event of solar usage as an energy self-sufficient solution, banks are able to provide a finance solution that will

add value to their property. For example, when solar is installed on the roof top of a building that is owned by a company, the loan is often bundled into their property finance solution. The economics makes sense when considering financing that property over a 10-year period. Since the company has invested in the property, and is actively reducing the utility bill, this directly adds value to the property. "As a bank, we are quite comfortable in financing solar usage solutions using this channel," says de Jager.

However, in a situation where the company doesn't own the building, banks look at business term loans

that allow them to amortise the instalments over the repayment period of the loan. Generally, repayment periods of five to seven years aren't suitable for most of these customers. Longer repayment periods are better suited in this instance.

Mr. de Jager believes that there is a bright future for energy servicing companies in the renewable energy space and that these companies can become the catalyst for accelerated economic growth.

"South Africa has a bit of a challenge economically given that the real growth rate currently sits at 2.1%, and inflation slightly higher at 4.6%. As a result, you

are likely to see nominal growth of 6% to 7% in South Africa. If you want to create jobs you need to accelerate growth. You can only achieve that through backing those sectors that will give you double digit growth levels. The renewable energy sector is definitely one of those" he says.

"We want to bank this sector, and are keen to work with companies that want to find solutions to the energy crisis," he adds.

The energy crisis is not going away anytime soon and banks understand that companies need to equip themselves effectively. "Companies need to actively manage their energy

consumption. They need to understand their utilisation patterns and baseline demand. Once they understand all of that, they can address the spikes and build capacity to produce their own electricity so that more and more companies can become self-sufficient," advises de Jager.

de Jager concludes that as more companies become self-sufficient, the less pressure there will be on the national grid and thereby decreasing the need for load shedding. He adds that there are a lot of affordable energy solutions that companies could use, which are convenient, available and most importantly, financeable.

VESA's role

From P11

What constitutes VESA approval?

For a product to be VESA Approved, it needs to comply with the following criteria:

- Accreditation Bureau for Security and Safety (ABS) approval
- Installation by a VESA Member in accordance with the latest VESA specifications
- A VESA Certificate prescribed and issued by VESA for the current year

VESA Certificates are issued electronically by VESA Members.

How to get a copy of the VESA Certificate?

The electronic VESA Certificate can be emailed to the insured and insurer at time of issue and therefore does not need to be printed. However, a printed copy may be supplied to the customer by the installer.

Insurance Companies, who are registered users with VESA, may download the VESA Certificate by entering the vehicle VIN, Registration numbers or the VESA Certificate into the said fields on the VESA Website.

Who can download VESA Certificates from the VESA Database?

An insurer or insurance assessor may register with VESA annually to gain access to the VESA web-based database.

The existence of a VESA Certificate is identified by means of entering the Vehicle Registration, VIN Numbers or VESA Certificate Number.



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- New-generation hatchback links advanced technology to emotive appeal
- Lightweight and efficient EMP2 platform underpins stylish exterior design
- Innovative i-Cockpit employs intuitive ergonomics
- Tactile quality and smart finishes ensure upmarket experience
- Trend-setting PureTech engine combines high efficiency with strong performance
- Dynamic chassis and reduced mass ensure engaging driving experience

The all new Peugeot 308, 2014 European Car of the Year, heralds the advent of the marque's most advanced hatchback to date.

Designed around Peugeot's new-generation Efficient Modular Platform 2 (EMP2) the new 308 combines compact, wieldy dimensions and a substantially reduced kerb mass with an advanced, high-efficiency drivetrain to deliver exceptional dynamics and frugal fuel consumption.

The interior execution reflects the advanced nature of the 308, as well as close attention to design detail, high comfort levels and tactile quality. The cockpit design combines deeply recessed, highly visible instrument dials with a large, full-colour touchscreen display, while a multi-function steering wheel further benefits intuitive access to key functions and features.

Mirroring a design trend first introduced by the 208 and 2008, the 308's ergonomic layout combines a small-diameter steering wheel with

an elevated instrument binnacle, allowing an unencumbered view of the road and the key instrumentation.

Despite the fact that the new 308 is more compact than its predecessor, efficient packaging and intelligent design conspire to create a roomy cabin with spacious accommodation for front and rear occupants. Smart finishes, including textured surfaces, metallic accents and high-gloss inserts, establish an upmarket ambience, adding to the new Peugeot 308's feel-good character.

Practicality remains a further 308 attraction, with a generous luggage compartment, and a 60/40-split rear bench seat that can be partly of completely folded flat to boost cargo space.

A five-star Euro-NCAP rating underscores the new Peugeot hatchback's exceptional safety standards, with a comprehensive array of active and passive safety features.

The new Peugeot 308 is initially offered in two variants, both employing Peugeot latest, high-efficiency PureTech engine technology. The cutting-edge, three-cylinder power plant incorporates high-pressure direct injection, four valves per cylinder, and high-pressure turbocharging.

The result is a small-capacity engine with compact dimensions and low mass that emulates the power and torque of a much larger, more conventional and less efficient power plant, while achieving clear benefits as far as reduced exhaust emissions and lower fuel consumption are concerned.

Starting off the range is the Peugeot 308 Ac-

tive, which is fitted with the 1.2 Pure Tech e-THP 110 engine. It produces a maximum power output of 81kW at 5,500r/min, combined with a generous 205 Nm of torque, available from just 1 500 r/min. A five-speed manual gearbox is standard.

By comparison, the 1.2 Pure Tech e-THP 130 engine fitted to the 308 GT Line elevates those output levels even further. Maximum power increases to an impressive 96kW at 5,500r/min, while torque now peaks at 240Nm, already on song from only 1,750r/min. The GT Line model gets a six-speed manual gearbox with optimised ratios.

The differences between the Active and GT Line models extend to exterior styling details and interior trim and equipment levels. For instance, the GT Line gains full LED headlights, a different grille, and twin, narrow-aperture tailpipes, as well as larger alloy wheels and more brightwork.

While both models offer a comprehensive array of standard equipment, the GT Line gains an extended features list, together with enhanced trim levels. However, the 9,7-inch touchscreen display is standard on both variants.

The arrival of the new-generation Peugeot 308 in South Africa represents a quantum leap for the brand in the highly competitive C-segment hatchback market.

Its strong suite of attributes, including reduced mass, high efficiency, dynamic prowess and marked quality all combine to create a car that looks elegant and contemporary, and feels every inch the 21st Century hatchback."

The new Peugeot 308 is supported by a comprehensive service and warranty offering that includes a three-year/100,000km manufacturer warranty, a five-year 60,000km full maintenance Premium Plan and a three-year/100,000km roadside assistance package.



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TRAKA21 from door opening solutions specialists, ASSA ABLOY South Africa, is an intelligent key management system for safeguarding critical business operations.

“Security breaches can be crippling for any company and virtually any industry, from aviation and medical to mining and petrochemical can benefit from key control,” comments Drikus Breytenbach, National Sales Manager - PEU Division, ASSA ABLOY South Africa. “Traka21 is a sophisticated, efficient and cost-effective advanced management system that helps to protect the assets of small and medium sized companies by tracing and accounting for every key or keyset within the organisation, delivering optimal peace of mind.”

Traka21 uses advanced RFID technology to manage a total of 21 keys or keysets, which are individually and securely locked in place using special security seals. Access to designated keys is via PINS and the 21 locking receptors have LEDs to ensure clear visibility.

Using the touch-



Traka21 intelligent key management system for safeguarding critical business operations from ASSA ABLOY SA.

screen interface, the easy-to-use system can be simply configured through setup wizard without requiring a network connection or PC. The compact plug-and-play unit is housed in a robust steel casing which eliminates exposed hinges and obvious access points.

Additional features and benefits include:

- User, key and access rights administration
- Multilingual functionality
- Screen-based audit trail and reporting capability or export via USB port
- 21 robust, long-life iFobs with security seals
- Manual override and door release functions in case of

emergency

- Audible alarms
- Mains operated with optional battery backup

ASSA ABLOY acquired Traka Africa, a world leader in intelligent key and asset management systems, in 2014 and is the official sub-Saharan distributor for the Traka key management system. Designed and manufactured in the UK, the Traka system has evolved through many years of working with some of the world's largest corporations and encompasses a wide range of high quality electronic key management systems that meet the challenges of even the most demanding environments.

Understanding the legalese of electronic signatures in South Africa

THE world is moving toward greater levels of digitisation, and organisations are increasingly implementing electronic and automated solutions in an effort to reduce paper-based processes. The signatory process is one of the last barriers toward the implementation of end-to-end digital systems, and as such is a significant contributor toward reduced organisational efficiency.

However, many organisations remain concerned about the legalities of such electronic signature solutions. Understanding the legal aspects and how to select an electronic signature solution that complies with the relevant legislation is essential in escaping from paperbound processes and leveraging improved efficiency and cost effectiveness.

What is an ‘electronic signature’?

According to the Electronic Communications and Transactions (ECT) Act of 2012, an electronic signature is any data attached to or logically associated with other data, which is intended to be a signature and has a relationship with the that data. This relationship can be any number of

things, including a data signature residing in the same file, or data residing in a different file to which the original document points.

David Luyt, Associate at Michalsons adds, “This may seem overly complicated, however, the important aspects here are the intent, and the relationship between the document and the ‘signature.’ Basically, an electronic signature is a piece of data attached to an electronically transmitted document as verification of the sender’s identity and his or her intent to sign the document.”

The legal aspects

“South African Common Law has in the past made allowances for a variety of different formats to be recognised as ‘signatures,’ including X’s, thumbprints and other markings that explicitly demonstrate intent and consent. Common Law implies that a document must have the name or mark of the person signing, the person signing must have applied it themselves, and the person signing must have intended to sign the document. This paves the way for electronic signatures to be recognised as legally binding and enforceable,” says Luyt.

The ECT Act specifically makes allowances for the legality of electronic signatures, and in fact the Supreme Court recently recognised an email signature as a valid electronic signature. This is because it meets the two most important criteria – there is an association or relationship between the document and the signature, and the person intended it to be a signature.

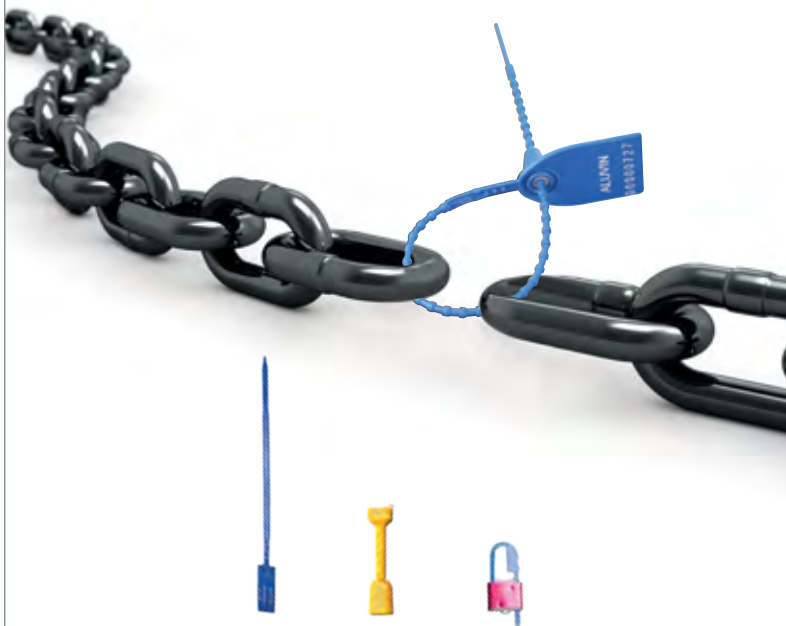
The majority of documents signed in South Africa do not legally require a signature – this is more of a custom and process requirement to verify that parties are who they say they are. An electronic signature is capable of fulfilling these requirements perhaps better than paper-based solutions, as the electronic signature process creates a tamper-evident audit trail that clearly identifies any areas of risk or suspicion. However, there are also certain specific transactions that require an advanced electronic signature in order to be legally enforceable, including suretyships and other transactions. If signed electronically, these need to make use of a specific certification authority endorsed by the South

African Department of Communications and other authentication methods.

Selecting an electronic signature solution

“The ECT Act recognises a variety of digital formats as an ‘electronic signature’ as long as they comply with the criteria of intention and relationship to the document. When looking for a legally compliant electronic signature solution, organisations should select a strong brand with a good reputation in the market. This is essential to ensure that both users and customers will trust that the signatures delivered by the solution are valid. Organisations should also feel confident that their provider follows industry best practices. Furthermore, electronic signature solutions are often delivered as a cloud-based service, meaning the provider is tasked with handling and managing part of an organisation’s data. The service provider therefore needs to comply with legislation such as the Protection of Personal Information (POPI) Act and ensure reasonable security and limited processing of sensitive personal information,” concludes Rose.

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MSA preventative maintenance contracts

IN addition to specialising in the development, manufacture and supply of products that protect people’s health and safety, MSA Africa offers after-sales support to ensure optimal performance throughout the specified service life of its products.

MSA Africa After-Sales Service Supervisor Theo Nel states that the company is starting a campaign to encourage its customers to take up preventative maintenance contracts. This involves monthly onsite audits of their equipment by a technician who will inform them when maintenance or repair work is due.

“Our customers are well covered with

a number of MSA Africa service centres established in main centres, including Johannesburg, Cape Town, Durban and Lagos, as well as in remote regions across Africa too. Should a customer’s area not be included, we will arrange for their equipment to be transported to the nearest centre or for the dispatch of a technician to their facility,” says Nel.

The after-sales solution is customisable, giving the customer the flexibility to choose what type of services they require, as well as the period of that service. Nel adds; “What’s more, all of our highly-skilled technicians are trained according

to US and European certifications, which are upgraded each year to enable them to work on the full MSA range of ISO 9001 approved products.”

According to Nel, it is crucial that product servicing and returns to the customer happen without delay, as they are vital items of emergency equipment that operations cannot afford to be without. While most service parts are stocked onsite in the centres’ warehouses, Nel urges customers to alert MSA Africa timeously of their needs.

“Customers enjoy swift service turn-around if end users plan their service maintenance well in advance, and make

the necessary arrangements with the MSA Africa After-Sales Service centre. We are able to expedite end users’ requirements on any specific custom configurations if planned in advance. However, unforeseen circumstances do arise and we will always accommodate customers to the best of our abilities,” he continues.

Nel adds that correct operation and proper care of PPE by the user extends service life and reduces the costs of routine maintenance. “Customer training in this regard is primarily offered by the MSA Africa sales team at our headquarters in Johannesburg, but the service team does assist when necessary.”

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SMIT Amandla Marine partners with enterprising women in business

AS a new entrant in the maritime space in South Africa, it takes a combination of commitment, courage and confidence to surge through the high barriers to entry typical of a niche industry. Just ask Gcina (Bagcinele) Nzuza, who together with business partner Belinda Theunissen, started 100% black, female owned, Cape Town-based Eyabakwethu Marine Energy (Pty) Ltd earlier this year.

“For a long time we had wanted to enter the Energy space, specifically through the provision of lubricants and related products to companies active in the maritime industry, but battled to gain a foothold strong enough to lift us up. With SMIT Amandla Marine’s guidance, financial assistance and support through the provision of office and warehouse space, we are ready to navigate our way into the industry, and hope to graduate from an enterprise development beneficiary to a supplier in 2015,” Nzuza said.

As a black empowered specialist marine solutions provider, SMIT Amandla Marine’s knowledge and experience is exceedingly valuable to Enterprise Development



Pumla Makubalo, SMIT Amandla Marine’s Procurement Manager with Balungile Masuku of Maritime Skills & Career Development.

Beneficiaries such as Eyabakwethu – for whom the technical standards, specifications and intricacies are a minefield to navigate. Pumla Makubalo, SMIT Amandla Marine’s Procurement Manager - is no stranger to Enterprise Development.

“We’ve adopted a strategic and thorough approach to Enterprise Development, starting the process with a Needs Analysis and following through with an Enterprise Development Agreement which outlines the dual accountabilities and responsibilities of both the beneficiary and ourselves. For us, the strength of the relationship we develop will influence the

success of the project – and we’re personally committed to achieving project milestones.”

The ultimate aim for SMIT Amandla Marine is the establishment of a diverse and sustainable supply chain, with a focus on supporting the growth of black owned enterprises through enterprise and supplier development initiatives.

In the spirit of its slogan, “Partnering for tomorrow, today,” SMIT Amandla Marine is committed to creating synergy and investing time and resources into enterprises such as Eyabakwethu Marine Energy and Maritime Skills & Career Development, in line with its business strategy.

Cape to Cairo?

FAST growing and acquisitive logistics specialist Santova has headed south ... ironically in a bid to bolster business north of South Africa’s borders. The JSE listed company last month snapped up small Milnerton-based AEMC Trading Agency – an unexpected move that could well see Santova snagging more cross border business opportunities in fast growing African economies.

Santova – which has existing supply chain operations in Cape Town – confirmed it would pay a maximum purchase consideration of R1.6m for AEMC – a price tag that depends on the business achieving future profit warranties. While this is by no means the biggest takeover deal, the transaction – according to Santova – is of strategic importance.

Santova CEO, Glen



Gerber, said AEMC was expected to have a positive impact on the company’s results – but advised that the full effects would only be felt in future financial periods and not materially affect financial results for the 2016 financial year end.

AEMC offers a point to point solution for clients moving cargo into Africa - includ-

ing cross border transport, warehousing and logistical solutions.

Gerber said the acquisition of AEMC was part of Santova’s stated strategy to expand its services and footprint into Africa.

“It will have a synergist impact on Santova’s already established projects capability,” Gerber said.

In this regard it is probably worth not-

ing AEMC also claim specialised knowledge of the oil and gas, transportation and transmission systems, mining and construction projects as well as retail, hotel, restaurant and food outlet sectors.

Exactly how AEMC fit into Santova’s African ambitions will be fascinating to gauge in the months ahead. The company recently opened an office in Ghana, hoping to capitalise on that country’s strategic location in the sub-region of Africa (bordered by Cote d’Ivoire in the west, Burkina Faso to the north, Togo to the east and the Gulf of Guinea to the south.)

Essentially this means Santova will be in a position to manage the movement of goods in these regions while also providing avenues for transit cargo to land-locked areas in the northern part of Ghana.

Seascope Marine awarded Humphree agency

SEASCOPE Marine is proud to announce that it is now the official agents for Humphree Trim and Stabilisation systems.

Founded by a team of hydrodynamicists and marine engineers, active in the field of marine high-speed propulsion and ship hydrodynamics since the early 1990’s, Humphree was formed in 2001 to provide cutting-edge products and services tailored to unlock the true potential of all types of fast vessels – new or existing, according to the company.

An increasing number of products in Humphree’s portfolio of vessels ranging from 9 – 100m involve the innovative use of interceptors; systems for optimising vessels running trim, reducing pitch and roll motion, and steering alternatives to better water jet bucket deflection.

Other products arise from the company’s capability to simulate the flow around high-speed

hulls with appendages, and to optimise shapes for minimum resistance, directional stability, suppression of cavitation or provide for favourable cavity forms. Products of this category currently include custom designed, sub-cavitating stabilising fins, base-ventilated stabilising fins, and non-cavitating sea chest inlets.

Humphree offer several different boat control systems including:

- Automatic trim control – for optimum running trim for highest speed, faster acceleration, better visibility, lowest fuel consumption.
- Automatic list control – which corrects list for uneven load, side wind, improves comfort and allows for flexible loading conditions.
- Co-ordinated turn control – this function controls heel characteristics during turns, the turn-

ing circle is drastically reduced, offers better comfort and safety and allows the operator to maintain higher speed during turns.

- Active ride control – A combination of trim and list with full motion damping, this reduces roll and pitch of the vessel by 30-50%.
- Vessel motion monitoring system which records peak and average impacts, accelerations, ship heave motion and a sea sickness index. With this system it is much like a black box system recorder so that vessel owners can monitor and record the vessels trip and how the vessel is being operated

Humphree equipment is designed and manufactured to deliver world-class quality and reliability with customer support and spare parts are available wherever and whenever needed.

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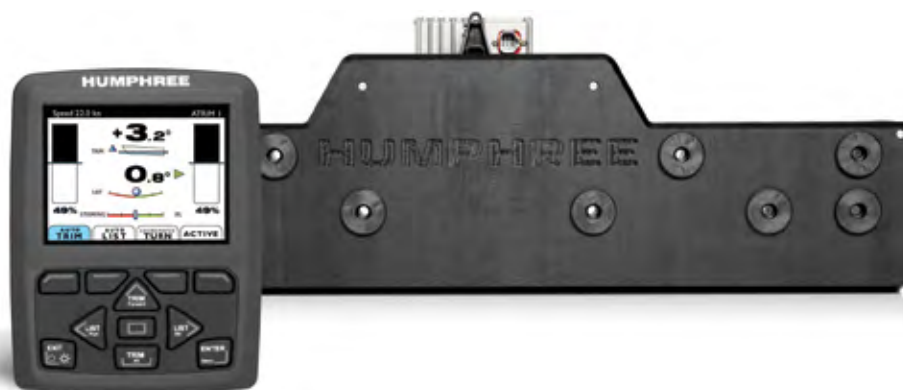
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Engen KlevaKidz takes paraffin safety to Western Cape children



ENGEN KlevaKidz, a national campaign that educates rural and township communities about safe handling and storage of paraffin, will run in the Western Cape throughout June this year.

From 8 to 25 June 2015, the travelling educational stage drama will visit 20 schools in disadvantaged communities, where household use of paraffin is widespread and paraffin-related accidents are common. These include (but aren't limited to) Tafelsig, Massassar, Philippi, Khayelitsha and Nyanga.

Engen KlevaKidz was launched 2008, and has grown rapidly over the years. By the end of 2014 the campaign had reached 139,643 learners in 391 schools. This year, the campaign is set to visit 100 new schools across the country.

"As the name suggests, the KlevaKidz campaign delivers its empowering safety message through edutainment, including what to do in an emergency," says Tasneem Sulaiman-Bray, Engen's General Manager, Corporate Affairs.

"Over the years of Engen's involvement in paraffin safety we have become aware that children aged eight to 13 are often the primary daytime caregivers of their younger brothers and sisters. It is with this in mind that we target them with the message of safety," says Engen Corporate Social Investment Manager, Mntu Nduvane.

The KlevaKidz production takes the form of an interactive educational stage drama that raises awareness of the dangers associated with handling and storing paraffin and how

to prevent accidents from taking place. The production uses a television quiz show format as a vehicle for relaying the message, which is combined with a catchy jingle.

"We have found edutainment to be a powerful medium to stimulate children's imagination. What is even more rewarding is to hear children of four years old still singing the paraffin safety jingle afterwards," says Nduvane.

Research commissioned by Engen in 2011, which benchmarked the before and after of the first KlevaKidz campaign, illustrated that awareness improved from 24% to 90% and changed the behaviour of more than 80% of participants.

"It is heartening to see such an important message becoming so entrenched," says Sulaiman-Bray.

Ongoing, collective efforts needed to reduce plastic litter in the oceans

SPEAKING at the conclusion of the 2nd African Marine Debris Summit (AMDS) that took place at the SANBI Research Centre in Kirstenbosch, Cape Town recently, Sustainability Manager at Plastics|SA and convener of the event, John Kieser, said that he was greatly encouraged by the outcomes of the discussions.

The aim of this year's summit, hosted by Plastics|SA in conjunction with UNEP (United Nations Environmental Programme,) the Department of Environmental Affairs and SANBI (SA National Biodiversity Institute,) was to facilitate the formation of a Southern African Network on Marine Debris with the long-term goal of establishing an African network that ties into the global management of marine debris.

"We acknowledge that plastics are the biggest challenge in reducing the accumulation of marine debris along shorelines, floating on the sea surface and lying on the ocean floor. However, we are committed to turning the tide on marine debris through forming partnerships with the marine fraternity's programme on quantifying and understanding the drivers of marine litter through support for coastal



Deputy Minister of Arts and Culture, Rejoice Mabudafhasi, delivered the opening address.

clean-ups and various research initiatives."

The event was officially opened by the Honourable Rejoice Mabudafhasi, Deputy Minister of Arts and

could see less marine debris entering our scenic and much loved coastal areas.

"Marine debris such as plastic items, fishing gear, food pack-

"International cooperation is therefore necessary to create public awareness, while developing ways to decrease the amount of debris in oceans around the globe"

Culture and previously Deputy Minister of Environmental Affairs, who said that she greatly supported the Summit as this was where innovative solutions can be identified and promoted so that, over time, we

ages, glass, metals, medical waste and cigarette filters are an international concern, not only because it washes up on beaches and shorelines worldwide and looks unsightly, but also because debris can be

transferred from one country to another via ocean currents. International cooperation is therefore necessary to create public awareness, while developing ways to decrease the amount of debris in oceans around the globe," Mabudafhasi said.

Anton Hanekom, Executive Director of Plastics|SA agreed with this sentiment and highlighted the importance of supporting platforms where different countries, industries and experts can share lessons learned, strategies and best practices to reduce and prevent the impact of marine debris. The exchange of innovative ideas on topics such as plastics recycling initiatives and communications strategies contribute to scaling up successful approaches to reducing marine debris.

"As delegates and experts who are interested in the topic, you are meeting once again to continue to exchange ideas and seek appropriate solutions to the problem... in line with the theme for this year's World Oceans Day which reads, "Healthy Oceans, Healthy Planet: Enabling Sustainable Ocean Economy Development." Our efforts to rid our marine environment of marine debris will contribute towards the health of our oceans and our people who rely on it," Mabudafhasi encouraged the audience.

"The 2nd African Marine Debris Summit once again highlighted that most of the litter that reaches our marine environment originates from our actions on land. Plastics|SA is a committed and key partner in efforts aimed at understanding the issues around marine debris within the South African context. The summit forms part of this growing partnership and it enables us to share and learn from our fellow African coastal countries.

In conjunction with Packaging SA we support the aims of the PPIWMP to increase packaging recycling rates and promote the importance of discarding packaging waste in an environmentally responsible way. In conjunction with the Plastics Industry Global Action Team on Marine Debris actions, Plastics|SA remains committed to turning the tide on marine debris."



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Proalloy couplers from Proof Engineering

PROALLOY couplers from specialist coupler, adaptor, plug and socket supplier, Proof Engineering, are 33% lighter than their brass counterparts and present a very low theft risk.

According to Proof Engineering Director Donovan Marks, the main problems experienced with couplers traditionally manufactured from brass, leaded gun metal or stainless steel is their extremely high weight-to-value ratio that increases the risk of theft and can result in unplanned downtime and subsequent production losses.

"Following a three-year research and development programme, we came up with a perfect solution for industry in the form of a coupler that is manufactured to specification from our patented ProAlloy material," states Marks.

Marks explains that this non-theft material is comprised of a zinc, copper and aluminium mix and therefore holds no resale value.

"The fact that the mix is contaminated by the aluminium reduces the value from approximately R35/kg to R6/kg and thus cannot be sold for scrap. We further assist our customers by buying back the metal at R15/kg, effectively closing the loop." As an environmentally responsible company, Proof recycles the metal through remelting to ensure very little or no impact on the environment.

Marks also points out that the Zinc product has undergone stringent corrosion tests conducted by Mintek against brass in mining water and results showed that there is no corrosion affect.

A further benefit

to end-users is the fact that the ProAlloy coupler is 33% lighter than its brass equivalent. Marks also notes that the ProAlloy coupler demonstrates material integrity, retains its machinability and remains completely malleable. "Due to the fact that it is a unique patented alloy, material movement can be controlled between manufacturer, supplier and end-user," he adds.

"The ProAlloy couplers have been tried and field-tested by a number of blue chip mining houses with remarkable success," continues Marks. He says this has led to the manufacture of ProAlloy plugs and sockets that provide end-users with the same benefits as the ProAlloy couplers. The material may also have potential applications in components other than electrical cou-

plers, such as switches, housings and flame-proof glands."

Plugs, sockets and couplers which facilitate the connection of electrical cables to mobile mining equipment are critical components; waiting to obtain and fit replacement components as a result of theft can cause costly delays. "Using our patented non-theft ProAlloy materials to manufacture these components will without any doubt contribute to keeping end-users' uptime to a maximum," concludes Marks.

Proof Engineering, part of Powermite which is a Division of Hudaco, is a specialist supplier of components, equipment and systems to the mining, marine, industrial and general engineering sectors in Southern Africa for over 45 years.



ProAlloy Couplers from Proof Engineering are 33% lighter than their brass counterparts.

'Welding' a foundation of internationally certified safety and quality

FOR DCD Marine Cape Town, a provider of turnkey ship repair solutions to the maritime and oil and gas sectors and part of the DCD Group, benchmarking its systems against the best in the world has been pivotal to success in the market. International accreditation has cemented the company's reputation for sound safety and quality compliance, as well as industry-specific skills sets.

The company has worked tirelessly to ensure compliance with the highest industry standards. DCD Marine Cape Town is ISO 9001:2008, ISO 14001:2005 and ISO 18001:2007 certified for its quality management and environmental systems, and has recently received the ISO 3834-2:2005 certification for welding. Certification was performed by Lloyd's Register LRQA.


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

He continues, "Welding is probably the most

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'Welding' a foundation of internationally certified safety and quality

From P19

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

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

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

says Elmie.

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

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

"We conduct regular reviews of all our processes to ensure that we continually improve the way we operate

and provide value to our clients. We continuously measure our own performance to prevent any negative trends from developing. Regular internal and third party audits are also done that ensure we are compliant with the best practices which have been implemented during development stages."

Given the pivotal importance of welding in ship repair operations, the company ensures that it sets specific standards, which are measurable.

"Each welder is coded for a specific welding procedure, and these codes are assessed by a third party to ensure independence. The same methodology is ap-

plied across the board: each and every welder must have a valid code for the particular process that he or she is practicing on site," Elmie says.

"In the highly competitive shipping industry, DCD Marine Cape Town strives for continual improvement in every aspect of the project work we do.

By adhering to the strictest international standards, and maintaining a pool of high-level technical skills, we can assure our clients of a world-class service. Our latest ISO accreditation from Lloyd's Register LRQA for welding excellence is one way in which we can achieve that," he concludes.

Konecranes steps up service package



Rail Q being done at First Quantum Mine Kalumbile, Zambia.

THREE devices have been introduced into the South African market by global crane giant Konecranes, as part of the crane and hoist service package offerings to its customers. All three products have been developed by Konecranes and are implemented by specially trained technicians and can be used to monitor cranes and hoists of all makes.

The 'RailQ' Runway Survey is an advanced survey technique that uses a remote controlled robot trolley that runs along the rail the crane routinely travels on (called the runway,) collecting and feeding information into a specially designed station survey instrument. Any information on misalignments of the runway, missing clips, worn pads or uneven, bent or twisted sections of the runway structures is processed by Konecranes' analysis and

visualisation software. This allows Konecranes to survey the runway in a faster, safer and more accurate way. Time savings can be up to 75%.

Another unique inspection tool is the 'RopeQ', which checks the state of the inside and the outside of the

Konecranes RopeQ's magnetic-inductive method internal rope faults are quickly and accurately detected.

The Truconnect Remote Monitoring allows customers to check on the performance of the cranes on their own computer through online access to a special Konecranes report-back system. This data allows the client to make better decisions and increase the productivity of the cranes.

Konecranes engineers compile focused safety-related data and make recommendations regarding the maintenance, repairs and possible costly problems that can be avoided when detected early enough.

"Service and maintenance are a very high priority for us", says John MacDonald, Sales and Marketing Manager for Konecranes Southern Africa. "These new products put us at a huge advantage in terms of fulfilling our mandate to service and maintain all makes of cranes."

These new products put us at a huge advantage in terms of fulfilling our mandate to service and maintain all makes of cranes."

wire ropes. These can contain up to 400 individual wires that can become worn over years of use. During a visual inspection damage to the internal wires will not show up, in many cases leading to a wire rope being classified as safe even when it could be highly dangerous. Through



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Debmarmine Namibia Diamond Mining vessels upgrade projects

DEBMARINE Namibia mines for diamonds off the southern coast of Namibia and currently owns, operates and maintains five marine diamond mining vessels. Debmarmine Namibia contracts De Beers Marine South Africa (based in Cape Town) to provide specialist technical engineering project support services on the vessels during scheduled vessel maintenance dry docking in the Cape Town harbour.

De Beers Marine South Africa elected to further subcontract the Yokogawa DCS (Distributed Control System) over several competitors' systems as the core control platform, which communicates to numerous dedicated OEM (Original Equipment Manufacturer) and automation equipment. Their choice was based upon the faultless performance of the system under harsh operating environmental conditions as well as the low cost of ownership to the client who also benefited from Yokogawa's long-term migration policies.

The DCS is responsible for the control of mining, plant equipment and monitoring of various other equipment. The means of communication is a combination of Hardware, Modbus and Profibus DP signals. The preferred interface is a distributed Profibus DP digital network with remote nodes to reduce wiring.

The mining control comprises the control of a rotating drill bit 6m in diameter at 120m below the surface connected to a series of pipes known as the string. Once the drill is on the sea bed it drills for approximately five minutes and then is lifted while the vessel moves position. Whilst drilling, the gravel is sent up the string and through a processing plant comprising of scrubbers, screens, ball mills, density change circuit, driers and finally X-ray machines.

The majority of all the electrical motors are controlled and managed with intelligent Profibus DP starters and variable speed drives. A universal control block was developed for the intelligent starters and variable speed drives which is used across the fleet. This involved the interaction of the De Beers' electrical department to develop a control block which met the requirements set out. Once the con-



De Beers Marine South Africa elected to further subcontract the Yokogawa DCS (Distributed Control System) as the core control platform, which communicates to numerous dedicated OEM (Original Equipment Manufacturer) and automation equipment.

rol block was developed, thorough verification was done, prior to implementation, on a test phase with all relevant inputs.

Yokogawa performed an upgrade of the current Centum CS3000 and Exaquantum software to the latest CENTUM VP software as well as upgrading VNET network to Vnet/IP. All PC's are housed in an environmentally controlled and secure location. The challenge faced by Yokogawa was to execute the project during the short dry dock window. With Yokogawa's excellent project management skills, planning and execution, as well as their continuous communication and liaison with De Beers, Yokogawa achieved on-time execution and completion of the project within budget, and to specification. In the period between June 2013 and December 2014, a total of three Debmarmine Namibia Mining Vessels and one De Beers Marine South Africa vessel were upgraded with the remainder to follow.

Debmarmine Namibia

Established in 2001, Debmarmine Namibia prospects for and mines marine diamonds sustainably off the southern coast of Namibia. Debmarmine Namibia is the world's leading offshore marine diamond mining company and is a joint venture company owned in equal shares by the Government of Namibia and De Beers. Debmarmine Namibia owns, operates, manages and maintains five diamond mining vessels in water depths ranging from 90m to 140m. It is a Namibian based company with its head office based in Windhoek. Debmarmine

Namibia employs around 800 people.

De Beers

Established in 1888, De Beers is the world's leading rough diamond company with unrivalled expertise in the exploration, mining and marketing of diamonds. De Beers, and its joint venture partners, operate in more than 20 countries across five continents employing around 20,000 people. From its mining operations across Botswana, Namibia, South Africa and Canada, De Beers produces and markets approximately 40% of the world's supply of rough diamonds.

Yokogawa

Yokogawa's global network of 86 companies spans 56 countries. Founded in 1915, the US\$4 bn company conducts cutting-edge research and innovation. Yokogawa is engaged in the Industrial Automation and Control (IA,) Test and Measurement, and other businesses segments. The IA segment plays a vital role in a wide range of industries including Oil and Gas, Chemical, Food and Beverage, Iron and Steel, LNG Supply Chain, Petrochemical, Oil and Gas, Pharmaceutical, Power, Pulp and Paper, Refining, Renewable Energy and Water and Wastewater.

Yokogawa's comprehensive solutions range from sensors such as Pressure Transmitters, Temperature, Flow Meters, Level and Liquid and Gas Analyzers and Network Solution Products, to Control and Safety Systems. This includes the software for advanced control that optimises productivity; and services that minimize plant lifecycle costs. Yokogawa South Africa's Ser-

vice Training Department is accredited and proficient in theoretical and practical training for Instrumentation and Control systems from first principles. Our Internship Programme contributes to the continued technical skills improvement in South Africa.

Fast track heavy lift for !Gariep offshore diamond mining vessel

AN extensive reference base of successful heavy lifts, an experienced design, rigging and operational crew, a cost effective 50 ton 38m radius capability, and the ability to mobilise quickly and efficiently were all deciding factors in the award of a heavy lifting contract to Johnson Crane Hire. The company started work on the removal and replacement of a number of components on Debmarmine Namibia's !Gariep offshore diamond mining vessel.

Although Johnson Crane Hire has supplied a number of smaller cranes to various De Beers Marine projects in the past, this is the first time that the company has performed a heavy lift for the organisation. Cornelis Grotius, general manager of the Johnson Crane Hire Heavy Lift Division, explains that the company is able to leverage its extensive experience with a wide spectrum of clients across the petrochemical, civil engineering and construction,

power, mining and heavy manufacturing sectors.

"Working conditions on a marine vessel heavy lift could be compared to the congested conditions and space constraints experienced on petrochemical contracts. The emphasis on safe operating conditions, while always a priority for Johnson Crane Hire, is magnified in such environments. Careful planning, reliable equipment and a well trained and experienced operational team are critical factors in the success of these projects," Grotius points out.

The !Gariep was acquired by De Beers in 1998, redesigned, re-equipped and then deployed to the Atlantic 1 mining concession area near the mouth of the Orange River, off the Namibian shoreline. The vessel is now owned, operated and managed by Debmarmine Namibia and is registered at the Namibian Port of Lüderitz. The vessel houses 50 people, has a gross tonnage of 8,471, a deadweight of

5,939 tons and measures 118.969m long by 24.56m wide. Scheduled maintenance and upgrading of the Debmarmine Namibia vessels is undertaken every three years, when the vessels berth at the dry dock in Cape Town.

The scope of work for the project comprised removal and installation, in this specific order, of the 24 ton crown, the 45 ton lifting guide beam complete assembly, the 42 ton compensating guide beam complete assembly, including spout and upper universal; the 42 ton stabiliser guide beam, including the lower universal, power swivel, water rotor and elevator; the 22 ton gimbal; two 50 ton drill bits; and various mining system equipment.

Eugene Lamont, De Beers Marine senior mechanical engineering officer, explains that plant and equipment upgrades are instituted to improve the performance of the vessel and require extensive forward planning.

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Toyota Forklift helping Woolworths go greener

AS businesses across the globe are looking to go greener, Woolworths sought an innovative partner to grow and revolutionize their supply chain whilst reducing their carbon footprint. The retail group chose to standardize their warehouse equipment with the

global market leader, Toyota Forklift and BT materials handling equipment.

In addition to the existing Toyota forklifts in Woolworths' fleet, three wheel electric forklifts were supplied as well as IPX4 rated four wheel electric forklifts, which are

the world's first electric forklifts with the ability to operate in the rain. BT Reach trucks, order pickers and LPE power pallet trucks also complemented the supply of the electric counter-balanced trucks.

About three years ago, Woolworths was operating 50 units

with five different vendors over three sites. "Our fleet had been purchased on an ad hoc basis and specifications had never been standardized. A renewal program was initiated with the following primary aims in mind; one national MHE vendor, standardized national specifications and clear end to end costing. Toyota Forklift offered these as well as a relationship that allowed for mutual growth," described Michael-John Newham from Woolworths.

"We delivered material handling equipment according to the customer's

specifications which was fitted with world leading and first in the country Trak air system batteries and chargers with Battery WIQ, a wireless monitoring tool for the batteries," explained Leric Smith, Product Manager for Toyota Forklift.

Woolworths is known for its passion in quality and innovation as well as bringing in new concepts to ensure safety in the warehouse. The retail group introduced Tyri BluePoint LED lights for use in their warehouses. The coloured concentrated light beam displays a large and visible square on the floor in front or

behind the machine to alert workers that a machine is approaching. This industry leading concept allows safety to be visual instead of relying solely on sirens and alarms, especially in loud noisy workplaces where hearing is difficult.

Woolworths went on to select Toyota Forklift's equipment because of their international award winning Toyota I-site fleet management solution which would further increase safety levels in their warehouses.

Toyota I_Site is an advanced fleet management business solution that helps

companies optimise their fleet size by increasing safety, reducing cost and improving productivity.

"Continuous customer support for Toyota I_Site is available from trained and certified specialists," notes Smith. "The various features of this system all help to improve efficiencies and give information to ensure proper and informed central management of the entire fleet," he adds.

According to Newham, the new machines have improved cross docking efficiencies ensuring

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Manhand Materials Handling Holdings: now bigger and more focused

MANHAND, Forktech and DR Forklift has now been successfully integrated and will be known as "Manhand Materi-

als Handling Holdings," a part of Torre Industries. With the completion of the integration and the start of the new financial

year combined with a positive, driven energy flow, the Manhand team say that there is no limit to their potential market

share increase.

Torre Industries the holding company of Manhand has – since 2012 – acquired SA French, Forktech, Tractor and Grader Supplies, Kanu Equipment Group, Manhand, Control Instruments, Elephant Lifting and Set Point.

"Should we reflect on the history of Torre Industries it is obvious that the 'don't let the grass grow under your feet' way of business is infectious and that its acquisitions are following their lead," according to a company spokesperson.

"Manhand is keyed and ready for growth. It undeniably has an impressive leadership team with strong core values to ensure that current customers are kept content and expansion is thereby inevitable."

To ensure that its current customers are content, the Manhand team is in the process of implementing a customer service roadmap. This plan ensures that back-up service and support will remain one of the main drivers for the company. Manhand's expansion is also carefully mapped out – including its short-, medium- and long-term visions – to achieve its goal.

"This year will be an exciting one for the Manhand team. We are more focused and engaged than ever, and we can't wait to see where our current vitality and momentum will take us."



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Megaroller introduces new generation Steel Roller

SOUTH Africa-based manufacturer and distributor of conveyor rollers, Megaroller has introduced a new generation Steel Roller to its range of hard-working rollers for the mining and materials handling industries.

Megaroller's new, patent pending Steel Rollers are designed to ensure accurate bearing alignment to deliver easier rolling, enhanced efficiency and less noise pollution. Rolling easily, with less friction, the Megaroller Steel Roller is a long-lasting, environmentally friendly alternative to conventional steel rollers.

In the new generation Megaroller Steel Roller, the bearing housings are mechanically fixed instead of welded. This ensures superior bearing alignment to deliver a more efficient, quieter and longer lasting roller.

The Megaroller Steel Roller features cushioned bearing carriers made from high quality Nylon to provide vibration and shock protection at the most crucial part of the roller. This additional barrier, unique to Megaroller rollers, enhances the rollers' impact resistance and guards the bearing against vibration, one of the main causes of roller failure. This is the first time these benefits are available in a steel roller for use in fiery mines underground.

"Our new Megaroller Steel Roller is a revolutionary design concept for steel rollers. These rollers answer to the demand for a cost effective, more energy efficient and long-lasting steel roller that creates less noise pollution," says Adrian Evans, Business Development Manager at Megaroller.

Megaroller, which was the first manufacturer to produce high-density polyethylene (HDPE) conveyor rollers in the early 1980s, has applied for a patent on the mechanically fixed steel housing arrangement.

"This is what differentiates our steel roller from conventional steel rollers available on the market. It is the welding-on of the bearing housings that causes them to warp, resulting in bearing misalignment and premature bearing failure."

"Our steel rollers have been tested at several customers' sites and feedback has been excellent. The rollers have proved to outlast other conventional steel rollers and our customers are impressed with their quiet operation," adds Evans.

Manufactured according to strict manufacturing standards and leveraging Megaroller's

three decades of expertise, the Megaroller Steel Roller provides the same efficiency and durability for which the company's HDPE and Hybrid rollers are renowned. The rollers are produced in the company's ISO:9001-certified plant in Brits in the North West. This offers customers the assurance that the steel rollers adhere to the

same high standards and quality principles for which the company has become renowned.

As with the Megaroller HDPE and Hybrid rollers, the bearings in the Megaroller Steel Roller are lubricated at the factory and placed in a protective housing that is completely sealed. This eliminates the need to lubricate at user level, prevents the risk of over

or under-lubrication, and mitigates the risk of bearing failure due to lack of lubrication. Customers are also offered the option to have their rollers manufactured using the bearing brand of their choice.

"The optimized efficiency and longer lifespan of the Megaroller Steel Roller, when compared to traditional steel rollers, mean that

companies benefit from lower maintenance costs and an improved total cost of ownership," says Sarel Koekemoer, General Manager at Megaroller.

"At a time when cost curtailment is a business priority, these benefits will be increasingly valued by mining and materials handling companies," concludes Koekemoer.



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Fast track heavy lift for !Gariep offshore diamond mining vessel

From P21

"Once the !Gariep is placed in the dry dock, it is critical that all repairs and upgrades are expedited quickly, to allow the vessel to return to base as rapidly as possible.

We have already started planning the next round of upgrades for 2018."

Johnson Crane Hire selected its Liebherr 750 ton all terrain hydraulic

crane for the !Gariep contract, due to the sheer size and weight of the components to be lifted. The crane was deployed from Johannesburg under its own power and the

counterweight and 28m luffing jib were transported separately on low bed trucks. Travelling time was two days and set up on the quayside at the Sturrock Dry Dock in

Cape Town harbour took three days. "We were cognisant at all times of the tight contract period so the team quickly sprang into action to ensure that deadlines were adhered to.

The sometimes excessive winds in the harbour area were an aggravating factor but, due to careful planning and our ability to work in challenging environmental conditions, we were able to abide by the project schedule without incident. Working between 10 to 12 hours each day, the team successfully completed the project within the revised forecasted period of 55 days,"

says Grotius. Grotius says that conditions at the Sturrock Dry Dock were extremely congested, with several marine contractors vying for space to work on the !Gariep at one time. "Proper planning of the lifts and open communication lines with the client and other contractors was paramount to the success of the project. It was incumbent on the Johnson Crane Hire team to remain adaptable and adept at all times."

Lamont says that De Beers Marine is very pleased with the professional and flexible attitude that Johnson Crane Hire exhibited in the orig-

inal planning stages and in the face of the rigorous schedule and unplanned scope changes.

"The team exhibited a safety focused attitude towards the lifts and successfully expedited the heavy lifts with expertise and aplomb." "Every contract in which Johnson Crane Hire is involved is an opportunity to gain experience and improve our skills in our striving towards service excellence. The !Gariep contract provided us with additional expertise which we will be able to transfer to future projects in the marine and other industry sectors," Grotius concludes.



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BMG and Danfoss Drives formally consolidate partnership



Seen at signing event at the beginning of June are, from left : Mick Baugh, sales manager, BMG Electronics, David Dyce, division manager, BMG Electronics, Marco Airola, senior sales director, Southern Europe, Danfoss, Leif Flojgaard, president middle East and Africa, Danfoss, Gavin Pelser, managing director, BMG Engineering; Roland Sargent, sales manager, South Africa, Danfoss

BMG and Danfoss Drives have consolidated a long standing partnership, with the official signing of a strategic alliance agreement that augers well for both companies, stakeholders and customers.

"This new devel-

opment formalises and strengthens the original distribution agreement for Danfoss variable speed drives and the soft starter range, which has been in place since 2007," says David Dyce, division manager, BMG Electronics - Bear-

ing Man Group. "Through this firm alliance, BMG is set to increase awareness of the Danfoss brand; create a stabilised pricing structure and ensure efficient enquiry turnaround times and a reliable

Continued on P26

STILL LEADING THE WAY

STILL's Hybrid forklift, is a refinement of development that started in 1953 with their first diesel electric drive.

These forklifts are driven by efficient VW internal combustion engines, diesel or LPG, which drive electric generators. Through a controller, an electric motor is driven which in turn, through reduction gears, drives the front wheels of the forklift. These forklifts incorporate an ultra capacitor unit, which stores electric power when the operator takes his foot off the accelerator. This power is then used at initial acceleration to drive the electric motor and then the engine takes over once again.



This Hybrid technology results in fuel savings of up to 40% versus competitor torque converter forklifts. The hybrid forklift utilize variable displacement hydraulic pumps, which only produce oil flow on demand, further reducing fuel consumption. Apart from the huge fuel savings offered, these forklifts have high service intervals of 1000 operating hours, further reducing maintenance costs and down time.

For lower usage applications, STILL also offer a range of standard torque converter forklifts.

STILL recently introduced their Automatic load stabilisation system for their reach trucks. This system reduces mast sway at height by as much as 80%, substantially improving stacking and de stacking times and increasing the quantity of pallets moved per hour. STILL reach trucks offer lift heights up to 13m and achieve 1000kg capacity at this height.

STILL's range of electric counterbalance forklifts are all available with side battery changing as standard. These units offer high performance with very large battery capacities and excellent residual capacity at high lift heights'.

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Real FMX standing tall in the materials handling field

“REAL Telematics thrives within the materials handling industry,” says John Valentine, New Business Director at Real Telematics. “Although we have a bouquet of other telematics offerings not related to fleet management, we find that our Real FMX Forklift Management System increasingly in demand,” says Valentine.

“We have grown from just one OES (Original Equipment Supplier) customer in 2010 to seven regular OES customers today, with another three ad hoc customers. We also have 20 to 30 smaller dealers and many direct customers in our fold, representing 1,000’s of forklifts across the country and internationally, all fitted with Real FMX.”

“The materials handling industry is constantly in a state of flux,” says Valentine. “It can be a very aggressive market and the successful OES/dealers are those that can shift focus into new channels before the rest, and then follow through with superior service. For this reason, we have had to ensure that Real FMX is adaptable in different industries. We do this through constant development and engaging with our customers on their needs. Simply put,” continues Valentine, “if Real FMX did not do what we say it will and deliver on the ROI (Return On Investment) we say is

there, we would have no customer base. Today we are the primary forklift management system suppliers in the industry, a position we hold thanks to trust in our product and ongoing support of the materials handling industry.”

“Recently, we saw once again the rapid changes that can take place in the traditional forklift markets. Normally we focus very heavily on the warehousing, logistics, production and retail sectors, but we are now experiencing new avenues into the agricultural market,” claims Valentine.

“Gone are the pre-conceived perceptions of farmer stereotypes. Farmers are astute businessmen, either managing their own farms or through co-operatives,” says Valentine.

“I have had the privilege of visiting various estates such as Letaba LCP, AFP, Langeberg and Ashton and ZZ2 and seeing first-hand how these businesses are going high tech in every aspect. I found myself talking with qualified engineers, each one responsible for different facets of operations, which opened my eyes to the highly scientific nature of their work. Every aspect of the harvest and its distribution is planned down to the finest detail, including how they used their forklifts and tractors to optimize their operations. To say I was

impressed is an understatement. I was also showed some highly experimental processes and concepts that simply blew me away, not just in their efficiency, but in their obvious simplicity. We have found that selling Real FMX to these people is a breeze as they understand implicitly the benefits that fuel and battery cut outs, transmission and engine protection give them, and they are often a few steps ahead with their questions.”

“This advanced technical attitude has migrated from the farms into their distribution channels – both locally and internationally – through companies such as RSA, DW Fresh, Fox and Brink and others situated at the Fresh Produce Markets throughout South Africa. These customers are amongst the first to fit Real FMX to their fleets and optimize their savings.”

“We can learn so much from Agriculture,” states Valentine. “This essential component of our economy does not receive half the credit it deserves. The heavy investment in people and equipment is certainly paying off for all of us.”

“Real FMX will be there, no matter your industry” concludes Valentine, “Paving the way to operational, maintenance and production savings you can count on with your materials handling equipment.”

Crown’s WT 3000 Series pallet trucks increase energy efficiency

CROWN, one of the world’s largest material handling companies, has increased the energy efficiency of its WT 3000 Series pallet trucks. By making more efficient use of battery capacity, the forklifts now operate for up to 28% longer per battery charge. All WT 3000 Series trucks will now be delivered with this new battery-life optimisation.

Crown is distributed in Southern Africa by Goscor Lift Truck Company (GLTC,) part of the Imperial group.

According to the VDI 2198 test cycle – an acknowledged industry standard – the new Crown WT 3000 models run significantly longer on a single battery charge, while maintaining the same pallet throughput. The runtime of trucks equipped with mechanical steering increased by up to 28%; trucks



Crown, one of the world’s largest material handling companies, has increased the energy efficiency of its WT 3000 Series pallet trucks. By making more efficient use of battery capacity, the forklifts now operate for up to 28% longer per battery charge.

with electronic steering showed an improvement of approximately 9%. This means fewer battery-recharging cycles are required, increasing truck availability and boosting productivity. Depending on the application, this optimised energy efficiency also means that smaller, less expensive batteries can be used to handle the same workload.

“Crown works closely with its customers in order to observe and analyse its products in real-world use,” says GLTC MD Darryl Shafto. “This helps them to identify areas and functions with potential for optimisation, enabling them to further enhance its trucks’ productivity and performance. The increased energy efficiency of Crown’s

WT 3000 Series is an important step in helping our customers further improve their operating margins.”

According to the company, Crown WT 3000 pallet trucks are designed for intensive on-ramp work and high throughput. They are characterised by high performance, reliability, durability and exceptional operator ergonomics. The series includes models with capacities of up to 2,500kg. Customers can also choose between mechanical or electronic steering systems, as well as three different operator platform configurations. Crown’s WT 3000 Series earned numerous awards, including the universal design award 2012 and the Design 4 Safety Award, which was presented at IMHX 2013, the United Kingdom’s leading logistics trade fair.

Energy Efficiency Explained

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Per Charge

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Per Hour

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WE ARE **IMPERIAL**

BMG and Danfoss Drives formally consolidate partnership

From P24

support service of Danfoss systems.

"The Danfoss range of technically advanced variable speed drives and soft starter systems, available from BMG's national branch network of over 140 outlets, enhances energy savings, food preservation, care for the environment and optimum productivity.

"BMG and Danfoss, with a complementary product and customer base and a perfect business ethics fit, are committed to working closely with industry to achieve a more efficient and sustainable environment

and a highly productive and globally competitive region."

BMG's R350m expansion of the distribution and engineering facilities in Johannesburg, includes new electronic workshops and a technical resources centre for the repair, maintenance and commissioning of the Danfoss product range.

This 24-hour service is supported by mobile technicians who conduct onsite breakdown and routine maintenance when necessary. This centralised distribution delivers daily to all major centres around

South Africa.

BMG's purchasing system at Danfoss will become e-based, providing live updates on delivery times to ensure a highly efficient supply chain process.

BMG currently has BEE Level 3 certification, with recognition as a 'value add supplier' (VAS) which provides the market the facility to source Danfoss equipment from BMG and comply with the B-BBEE charter.

This status represents a significant benefit to customers as a BEE procurement recognition of 137,5% against all purchases from BMG can be claimed.

Comprehensive Torre Lifting Solutions offerings on show at Bauma

TORRE Lifting Solutions will use its presence on the Torre Industries stand at Bauma to showcase its comprehensive lifting solutions to the local and African market. Incorporating SA French and Elephant Lifting Equipment, Torre Lifting Solutions offers a large and diverse footprint of customised lifting and materials handling solutions from respected leading brands.

The company's quality-centric business philosophy is underpinned by its solid base of applications knowledge and experience that is enhanced by the extensive distribution network of Torre Industries. The end result is a total lifting solution from consumables to tower cranes and overhead cranes.

The company offers a genuine single supply source for tower cranes, purpose built overhead cranes, slings, shackles, concrete buckets pallet



Torre Lifting Solutions has been recognised as an Elite Dealer by Potain of France, which means a guarantee of 80% availability of spare parts on first call.

forks and brick baskets. It is the sole southern African distributor for the reputable Potain range of tower cranes. According to technical director of Torre Lifting Solutions Quentin van Breda, it has been recognised as an Elite Dealer by Potain of France, which means a guarantee of 80% availability of spare parts on first call.

"Access to parts and consumables is critical as many of the projects on which our equipment

works are of a fast-track nature. In addition to the Potain tower cranes, we also distribute a hoist range from Orbit as well as offer this product on rental. Dieci telescopic handlers and self-loading mixers are a new addition to the product line up, and we operate a rental fleet of tower cranes, telescopic handlers, hoists, slings, concrete buckets, pallet forks and brick cages, with a very high utilisation rate," van Breda says. The smallest ma-

chine in the tower crane rental fleet is a Potain IGO 22 self erecting crane with a 28m radius, while the largest is a Potain MD310 with a 70 metre jib and a capacity of 3tons at 70m.

Notably, Torre Lifting Solutions operates a manufacturing facility in Pretoria West where lifting and material handling solutions are customised for specific application requirements. Products include EOT cranes, monorails, electric chain hoists, chain and lever blocks, winches and wire rope pulling machines, lifting and spreader beams, mechanical grabs and clamps, slings (chain, polyester and steel wire rope,) shackles and rigging accessories. This market offering was recently extended with the addition of 30 ton capacity overhead crane and an ultra-compact steel wire rope hoist, which is suitable for lifting in areas where height restrictions or confined spaces are an issue.

An LME (Lifting Machinery Entity) accredited company, Torre Lifting Solutions is a complete single source solutions provider supplying customers with the design, fabrication, engineering, installation, commissioning, support and service, load testing, inspections, repair and refurbishment of all lifting equipment. All equipment is mechanically simple without compromising on the features that are required to provide reliable and safe lifting capability.

"Torre Lifting Solutions is able to leverage years of experience in the harsh operating conditions of the African market to devise customised solutions for every lifting requirement across a number of industries. Access to a highly knowledgeable technical team provides fit-for-purpose solutions that achieve increased productivity and safety, with decreased downtime and maintenance," van Breda concludes.

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Air-based solutions for pneumatic conveying

“PNEUMATIC conveying involves the moving of powdered, granulated or pelleted goods through a closed piping system. It is commonly applied in cement plants, flour mills and the food processing industry to move material from one side of the plant to another, to mix products or to fill into cyclone feeders, silo or bins,” says Aerzen Air-gas marketing co-ordinator, Andreas Stubel.

Air is used to lift a product, provided that it moves faster than the terminal velocity of the material. The process air can be supplied by fans, roots blowers or screw compressors. The type of machine used depends on the density of the product, the length of the piping system and the pressure required to convey the material. A product’s resistance to air also determines the speed at which air needs to move to overcome the resistance, therefore air volume flow is of utmost importance.

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

to changes in direction of the piping system.

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

Pneumatic conveying systems come in two forms, positive pressure and negative pressure. The major difference between the two is the static pressure available to the systems. As a consequence of the greater static pressure available to overcome resistance, a positive pressure system is used where long horizontal pipeline runs with many bends are present.

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

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

For the energy-conscious market, the highly-efficient Aerzen Delta Hybrid rotary lobe compressor can be applied, with energy savings of up to 14 percent when compared to standard equipment. The Delta Hybrid bridges the gap between a roots blower and screw compressor, providing positive pressures up to 1.5 bar. All three machine types are also available as vacuum units. All Aerzen machines come standard with non-return valves on the discharge side. If a motor fails, the non-return valve shuts and prevents any product from entering the machine due to the back-pressure from the system. In the case of a blockage in the piping system, a safety relief valve on the discharge silencer relieves excess pressure build-up and protects the unit from over-pressurising.

Toyota Forklift helping Woolworths go greener

From P22

product is loaded quickly, safely and on time. The retail giant is now able to move three picking bins at a time instead of only one bin with the previous machines.

“Pallet put-aways and retrievals are a lot faster as well as smoother lift speeds, thanks to the modern equipment,” he adds.

“Longer operating times on all equipment also improved with all equipment being AC power and the addition of TRAK Air chargers.”

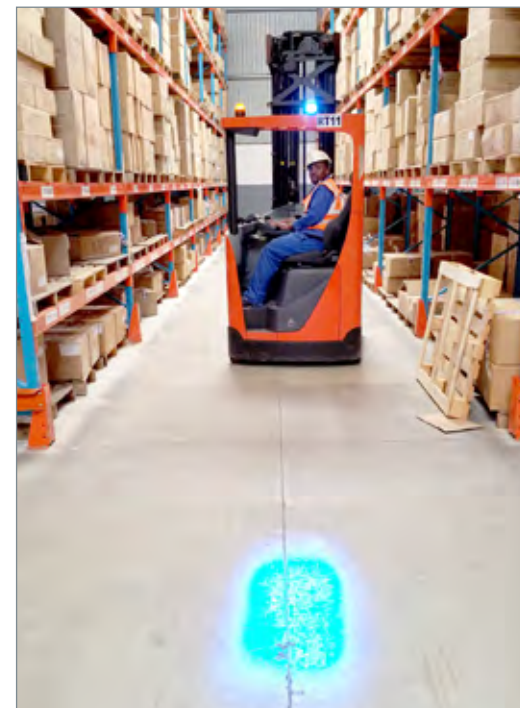
“The inclusion of the I-site system and access to Toyota Forklift’s well-trained and managed support services has allowed the partnership to grow and enrich both parties,” noted Newham. “The tools available

on this system ensure correct spread of equipment is being used to ensure maximum uptime.”

“The pre-check op devices installed on Woolworth’s machines play a big role in assisting a business go green as it saves paper and ensures drivers do their daily checks; a legal requirement, and to make sure the equipment they are about to operate is safe to use.

Equipment is thus properly looked after, increasing the life span of the equipment,” advises Smith.

“This system helps achieve an initial upfront investment saving and lowers cost of abuse and inefficiency costs over the term,” he concludes.



The coloured concentrated light beam displays a large and visible square on the floor in front or behind the machine to alert workers that a machine is approaching.

Nampak Glass takes delivery of Linde Forklift Trucks



Left to right: Basil Ray – National Key Accounts Executive, Linde Material Handling; Keeran Motilal – Supply Chain Manager, Nampak Glass; Ashley Sarawan – Logistics Operations Manager, Nampak Glass.

FOUR 393 Evo Linde Forklift Trucks were recently delivered to the Nampak Glass facility located in Roodekop.

The quiet revolution of the H35 Evo truck was chosen for this brand new warehouse, because of its low consump-

tion, low wear, low pollutant and noise emissions, which all come as standard. It offers the usual Linde innovative technology and saves unnecessarily high operating costs.

Basil Ray of Linde Material Handling met with Keeran

Motilal and Ashley Sarawan to hand over their brand new trucks.

“We are extremely proud to be associated with Nampak and we are looking forward to a long and mutually beneficial business partnership,” says Ray.

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Wear-and-tear free monitor for liquid media

KOBOLD Instrumentation, represented in South Africa by Instrotech – a Comtest Group company, has on offer their model NCW capacitive level monitors for liquid media, ensuring secure protection against overflowing or unintended emptying of tanks or reservoirs. The proven capacitive measuring principle for limit level detection works almost wear-and-tear free. PTFE-coating isolates the stainless steel probes from the medium and guarantees a high chem-

ical resistance.

Four versions enable an individual choice appropriate to the measuring task. In addition to the single probe standard solution for metallic tanks, double probe versions for non-metallic tanks and for aggressive media are also available. For media with low dielectric constants, the units can also be delivered with a coaxial reference tube. A high temperature version designed for fluid temperature of max. 125°C tops off the all-

round program.

The length of the measuring probes can be individually configured up to 4,000mm according to requirements. The devices are compact and beside assembly from the top, the short probes can also be installed from the side. A pluggable electronic module is situated outside the tank in the connection head. The potentiometer and DIP switches of the electronic module enable precise adjustment of this reliable

limit level detector to the respective medium.

Working principle

The measuring system is based on the capacitive measuring method. The measuring probe and the tank wall or the second electrode respectively form the plates of a capacitor, the medium in the tank is the dielectric fluid. The capacity depends on the medium. It is low if the measuring probe is not covered (empty tank) and it increases when the medium touches the measuring probe. This change is detected by the plug-in evaluation module and is being given out as a limit value signal.

The NCW capacitive level monitor finds application in water or waterlike liquids, liquid food, chemical and aggressive liquids, oil and pharmaceutical liquids.

Verticals made locally



Vertical turbine pump leaving the APE Pumps factory in Wadeville, outside Johannesburg.

COMPANIES looking for vertical industrial turbine pumps need not search abroad for a supplier; these machines are made locally.

This reminder was issued recently by Gauteng-based APE Pumps, supplier of this type of machine to the South African and southern African markets.

Besides the convenience associated with dealing with a manufacturer in the same country, locally sourced pumps also carry the advantages of rapid response to service requests and a very short lead time on spare parts.

Vertical industrial turbine pumps can be used in almost any in-

dustrial or agricultural application. They are typically installed in chemical process plants, sewage treatment works, cooling water circulation applications, irrigation projects, water works, mines (for dewatering,) and in pipelines as booster and transfer pumps.

APE Pumps offers various materials of manufacture for these machines, according to the application.

Casings are generally made in a high quality, close-grained cast iron and have long radius water passages to give the enhanced performance in terms of efficiency and life. Casings in bronze and steel are also available.

The impellers are of mixed flow design and can be either open-vane or shrouded, depending on the size. Shrouded impellers have long suction eye rings to deliver enhanced performance and longer life. They are usually fitted to the shaft by means of a taper sleeve, using a key when the load requires it.

Stainless steel shafts run in bearings that can be either product-lubricated or grease-lubricated under pressure, and column pipes are configured as either screwed or flanged steel, with suitable protection according to the application.

The discharge heads are rigid cast iron or fabricated steel bends with spigotted seats for the thrust bearing and drive motor stool, and contain the housing for the stuffing box.

There is a choice of soft packed glands, mechanical seals or a glandless arrangement.

APE Pumps designs its vertical turbine range for any type of drive, including electric motor, belt, gear and engine or steam turbine.

The machines can be suspended in wet sumps, boreholes, rivers, steel tanks or dams, in dry pits with a suction pipe connected to the bellmouth, or as a pot pump with various positions of the inlet and outlet branches.

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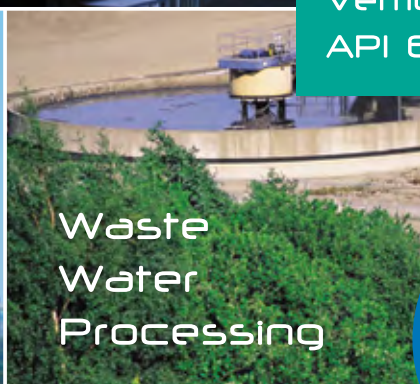


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MobileView tethered operator interface for On-the-Go HMI access

ROCKWELL Automation has introduced its new Allen Bradley MobileView tethered operator interface. The mobile terminal gives plant and industrial personnel the freedom to take a machine's human-machine interface (HMI) with them to make real-time adjustments to out-of-view applications.

The MobileView tethered operator interface is ideal for maintenance tasks, machine setup or calibration activities, and other HMI applications that require the operator to see the machine. The inclusion of a hardwired e-stop button and three-position enabling switch also supports applications that require local safety functionality.

"Between making an adjustment on the terminal and viewing the results on the machine, fixed operator terminals can require a lot of back and forth for personnel, for certain applications," said Christo Buys, business manager for control systems, Rockwell Automation, Sub-Saharan Africa. "The



MobileView tethered operator interface.

MobileView tethered operator interface puts the terminal in the operator's hands to increase productivity and safety. Tasks are made more efficient and machines are set up faster."

The MobileView tethered operator interface complements the Allen-Bradley PanelView graphic terminals, giving manufacturers and industrial operators a range of fixed and mobile terminals for different applications. It also uses the FactoryTalk View Machine Edition (ME) HMI software from Rockwell Automation, allowing users to develop and

re-use their software applications across the MobileView and PanelView platforms.

Three cable-length options, ranging from 5m to 15m, offer flexibility for different machines and production lines. The MobileView tethered operator interface also uses a 10-inch display with resistive touch screen, 2GB internal SD card for application storage, and USB 2.0 port for high-speed data transfer. Software assignable functions are available as an option with either a hardwired momentary illuminated pushbutton or three-position key switch.

New generation WEG contactors save energy and space

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

Designed using WEG technology and in-house software modelling programmes, the WEG CWB range of contactors has been engineered to accommodate surge suppressors directly in the device. This is not only a space saving feature, but also allows easy access for maintenance or replacement. Another important feature is that coil replacement can be accomplished without the need for any tools making this a simple and time saving task.

Energy savings are achieved through the low consumption of the coils used in the

WEG CWB contactors and these also allow direct switching from PLCs without the need for interface relays. This facilitates both space and cost savings for the end-user.

Developed by WEG's R&D department in Brazil, all devices in the WEG CWB contactor range meet the IEC 60947 and UL 508 international specifications.

The range has been specifically designed to accommodate surge suppressors directly in the device. This is not only a space saving feature, but also allows easy access for maintenance or replacement.

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



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

of compact starters and protection sets for low voltage motors. These modular devices offer a wide variety of combinations allowing greater flexibility.

Available at competitive pricing from Zest WEG Group, the WEG CWB range of

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

SKF sensor bearing protects electronics against electronic stresses

SKF, global bearings and engineering solutions specialist, supplies a sensor bearing with an in-line electromagnetic compatibility (EMC) filter that offers improved protection of sensitive sensor bearing electronics from high electric stresses.

When the nominal lifetime of a machine element like a bearing is compared with the nominal lifetime of electronics like a sensor, the electronic component will most of the time exceed the mechanical by far. But in an industrial environment, the electronic component faces electric overloading like power surges and electric discharges which can reduce the lifetime of the component.

In stringent applications such as for example fork-lifts operating in sugar factories or on insulated floors, a very strong electrostatic charge build-up can occur on the fork-lift



SKF sensor bearing with EMC filter.

frame. If the fork-lift moves close to steel objects like racking, an abrupt discharge can occur; the resulting discharge spark can have a damaging effect on electronics. While it may not have a direct impact on sensors or the control unit, the change in voltage can have a 'rebound' effect creating voltage surges in the lines. These voltage surges, which can result in Electrical Fast Transients (EFTs) ranging from 100V to 4,000V, can have a temporary im-

act on the electricity supply, or even damage the controller or sensors completely.

Following an in-depth analysis of this phenomenon as it relates to sensor bearings, SKF developed the in-line EMC filter to protect the Hall sensor and other electronics used in its bearings.

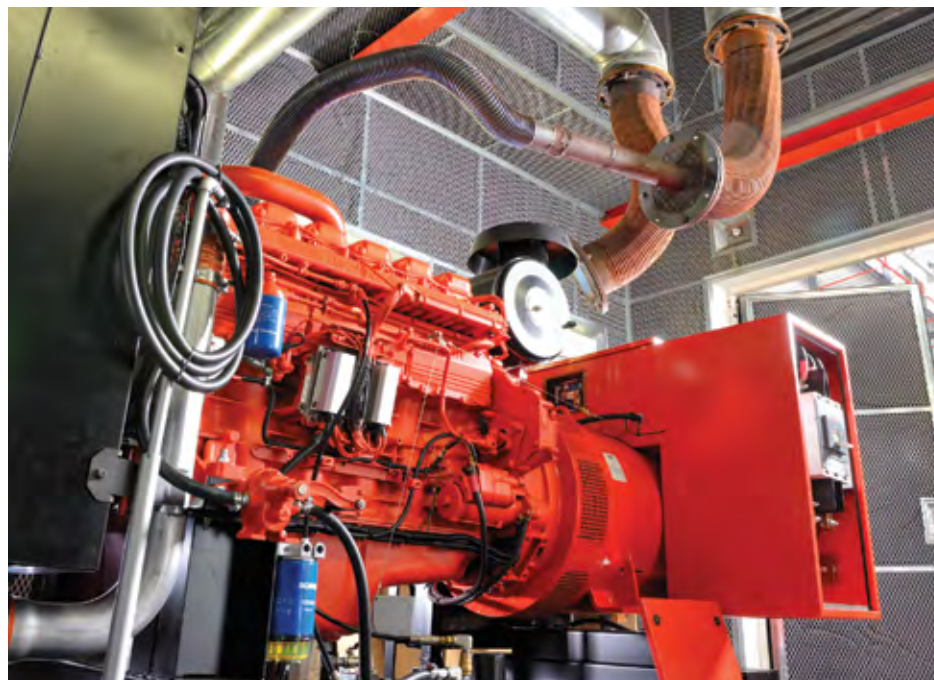
The EMC filter, when applied in-line with the cable, improves sensor bearing reliability, reduces downtime and decreases maintenance costs.

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Rope access team repairs coronal capping of smokestack



AFTER prolonged exposure to regular lightning strikes had caused structural damage to the tip of a 106m-high smokestack located at a copper mine in Phalaborwa, rope access specialist Skyriders was contracted to complete the repair work.

Skyriders marketing manager Mike Zinn explains that a team of five rope access specialists successfully repaired the steel lightning protection capping on the top of the structure, which protects the top of the smoke stack, within eight days

in May 2015.

"With issues like lightning strikes, high winds, thermal variations and the velocity of the exhaust gases from the stack the capping can become misaligned. Our task was to realign the various stainless steel components, before welding it to a belt to secure it safely. The biggest challenge was accurately welding the steel at such height, however, this obstacle was easily overcome as the Skyriders team boasts in-depth skills and experience in this regard," he states.

Zinn reveals that Skyriders was contracted for this project, due to the company's previous successes at the same mine over the past three years. "In the past, we have done maintenance on the reinforcing rings on the same stack, and have also successfully installed access systems on the cooling tower during concrete repairs and reinforcements. What's more, we have done inspection on the internal linings on the smoke stacks and installed fall arrest systems on the ladders."

Given the ongoing

success at this project, and many similar ones located across Africa, Zinn is optimistic of the future outlook for Skyriders in the mining industry. "Rope access is a safer and more cost-effective alternative to the more traditional means of access on tall structures, as it applies practical rope work to enable workers to access difficult-to-reach locations with greater ease. This has made rope access increasingly popular in numerous industries, including mining," he concludes.

City transportation needs new technology

From P31



has autonomous tricycles able to be called up when a customer wants to go shopping or to work.

Another design has all the carriages of a train running on ordinary roads.

Each carriage can leave the train to hive off down side roads to join up with another train going in the same direction. It assumes each carriage driver would not sleep through the turn-off. Computers would run the whole thing – no engine driver in the front carriage.

But human beings

are a funny lot. They do not want to be like everyone else. Each one is an individual. Taking note of this inconvenient fact, the best idea yet is the driverless motor car. Each car would have passengers but no fallible human driver to miss turnoffs, sleep at the wheel, or engage his girlfriend in unprintable ways.

It would have sensors covering all 360 degrees to keep a safe distance from the car in front, never need to overtake, and never create a traffic jam by,

for instance, going the wrong way down a one-way street.

There are already cars that can do this. The aim is to make it safe to travel at up to 100kph. There are still flaws to be overcome. One would be the outrage of municipalities that rake in stealth taxes from parking tickets. Municipal managers would complain as driverless cars go round and round avoiding parking altogether.

"Ah, shame!", as we would say.

Vitrex goes the extra mile to clad Arabian totems

IN an order calling for extensive custom-design and -production, Vitrex - South African producer of enamel steel products for architectural applications - supplied the vitreous enamel steel panels and associated brackets for three new towering totems erected outside the King Abdullah Football Stadium in the Kingdom of Saudi Arabia.

The 60,000-seater King Abdullah Football Stadium forms part of the ultra-modern Sport City complex, dubbed the "Jewel in the Desert", which features facilities that range from luxurious VIP lounges to five-star accommodation. The impressive project is located in Jeddah, the second largest city in the Kingdom of Saudi Arabia, and the stadium, originally designed in 2009, is the venue for home matches of the two local football teams, Al-Ittihad and Al-Ahli.



Saudi Arabia's King Abdullah Football Stadium with one of the three totems clad with vitreous enamel steel panels supplied by Vitrex.

Cristian Cottino, Sales & Marketing Director of Boksburg-based Vitrex, says the specification by Quality Architectural Systems LLC, called for the 23m high totems to be clad with heavy gauge Vitraclad vitreous steel panels in a special "Champagne" colour to match the colour of the main stadium's cladding.

"Where specific colours need to be matched in vitreous enamel, this calls for a

relatively intensive, trial-and-error exercise by the Vitrex in-house laboratory. In developing custom-made colours, Vitrex has to ensure that the 'new' colour enamel is proven stable under production conditions, that the developed vitreous enamel coating is suitable for the intended application, and that it is as close as technically possible to the required colour," Cottino explains. But this contract

called for more than just colour matching. "The enamel formulation for the totem cladding also had to fulfill high temperature resistance requirements. As some of the panels were to be installed within three metres of exceptionally hot discharge outlets on the totems, the cladding in this zone had to be able to withstand a temperature of 500°C. The scorching diesel fumes from back-up generators, housed at

the base of the totems, are discharged through these outlets."

Cottino says the maximum temperature that a vitreous enamel coating will withstand for extended periods depends on its original firing temperature and formulation. "Generally, for applications on steel, the vitreous enamel coating remains inert to a temperature of about 200°C below its firing temperature. The conventional firing

temperatures using a steel substrate are around 800°C therefore vitreous enamel coatings maintain their thermal stability and remain inert up to a temperature of around 600°C."

The need for heat-resistance, however, called for even more precautions with the totem cladding. "The vitreous enamel ground coat is usually applied over the entire fabricated piece, with the cover or colour coats applied only to the outer, visible face of the panels. But, for this project, Vitrex had to provide full cover colour coats to both sides of the panels to ensure thermal stability. Furthermore, to protect the laminated components at the back of the sandwich (composite)panels, Vitrex introduced a 75mm thick wired insulating matt, with a Maximum Service Temperature (MST) of 620°C, to provide a cold face

temperature of 72.8°C when the hot face temperature is 550°C."

Cottino said Vitrex's scope of work also included determining panel deflection and whether the proposed panels would be able to withstand a design wind load of 2.2 kN/m². "The structural design included determining the number of fixing points required for each panel, as well as the suitability of the fixings, bracketry and sub-structure proposed by the specialist subcontractor who carried out the installation of the totem panels and cladding system."

In another bespoke requirement, Vitrex provided special 100mm diameter cut-outs in the panels fixed to the top of the totems to accommodate the mobile network's antenna support arms.

The unusual export contract was secured for the Ekurhuleni company by Vitrex Europe and Middle East.



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City transportation needs new technology

From P32

fringes of design are plans to build new cities with completely new transport systems.

None of these concepts is cheap. But some, if they ever materialise, will have a great impact on the way people live in cities.

But predicting the future is a mug's game, as anyone knows who has read old copies of technology magazines knows. They prove that what seemed modern in 1950 today looks laughable.

Nearer to home is

an example of fallible predictions. Inside the vast corridors of the Cape Town City Council building, there is a weird futuristic painting done a century ago. It purports to predict what Cape Town would look like today. The artist got it hopelessly wrong. People flew about in autogyros.

Most new ways of moving people depend on the principle of magnetic levitation (maglev) in which the train and its "rails" each have opposite polarities from

the other. This allows the train to float, and because opposite polarities reject each other, it is shot forwards. Lack of friction means great speeds.

One scheme forecasts long tubes linking destinations. The train floats inside the tube (for safety.) It theoretically can travel at an astonishing 6,000 km/h. This is unnecessary for in-city travel but great for intercity journeys. Imagine Cape Town to Johannesburg in half

an hour.

Another has the train suspended on wires slung between pylons. This would be much cheaper than maglev systems because it would only need a small engine to haul a couple of carriages at speeds of 155kp/k.

A few concepts are designed to meld in with what we have already, rolling above street level between elevated bus stops. It would not rip through existing city structures, unlike London's Underground

that led to demolition of numerous homes.

One concept will warm the cockles of every cyclist's heart. It is a monorail consisting of pods in which single passengers cycle to their destinations. Presumably, the old and the infirm will have to walk or hobble. There is an example of this in a theme park in New Zealand. There the fit and the sweaty can tootle along at a staggering 45k m/h. A somewhat more realistic concept

Continued on P30

Metric Automotive Engineering's remanufacturing centre

METRIC Automotive Engineering says it is positioning itself as a world class remanufacturing centre. "Some companies believe that diesel engine component repair or remanufacture can only be done properly in Europe or America. This is not true. We have facilities and competencies that are comparable to anywhere in the world. In addition, it is far more cost effective to carry out such repairs or remanufacture locally due to the exchange rate," according to Andrew Yorke, operations director, at Metric Automotive Engineering.

Established as a family business in 1969, Metric Automotive Engineering has an operating philosophy of investing the latest technology and quality equipment. Yorke says that it is critical to stay abreast of changes in industry, one of which is the move towards much larger heavy diesel engines.

"Larger engines mean much larger components and two of our most recent investments in new equipment are the largest crankshaft grinding machine in Africa and a state-of-the-art new generation three axis CNC machine," Yorke says.

The crankshaft grinding machine is capable of grinding shafts of up to 4.7m long and with weights of up to five tons. It will allow the grinding of crankshafts from industrial compressors right through to the V16 locomotive diesel engine. Improved grinding tolerances will be achieved as the machine is paired with set of compensators which will help to eliminate ovality and taper.

The CNC machining centres is the only machine of its kind in Africa according to the company. This machine is capable of line boring, surfacing and blue-printing blocks up to six metres in length, and has boosted Metric Automotive Engineering capacity to handle the huge engine blocks that are found in the railways, marine and heavy

equipment sectors.

Yorke continues that Metric Automotive Engineering has an established reputation for the quality remanufacture of diesel engine components and offers services which include cylinder head remanufacture, cylinder block line boring, milling, honing and boring, camshaft grinding, crankshaft grinding, engine assembly and dynamometer testing.

On the fuel injection side, Yorke says that the technological focus is on fuel economy and emissions levels. "There have been huge advancements with this technology and it is important that companies offering services in this field stay up to date with the latest international trends."

South Africa has a distinct advantage in being able to access the latest advances once they have

been through the developmental stage in the international arena. This means that the adoption of new trends is far easier and efficient. However, Yorke is quick to point out that not all global technology is applicable to the African market.

"Harsh operating conditions and remote locations add to the challenges in Africa and fuel contamination is a major problem, whether it is just dirt and water in the filling station tanks or buying blended diesel at the roadside because it is cheaper," he explains

Reef Fuel Injection Services offers a full diagnosis and fault analysis service to help customers get to grips with these operating conditions. Yorke points out that while older fuel systems could tolerate a certain level of fuel contamination, the newer systems comprise ad-

vanced electronics and are much more susceptible to fuel contamination.

The company has invested in the latest diagnostic equipment and its team has the neces-

sary technical skill to assist customers. It offers Bosch, Delphi and Denso approved fuel injection services and is acknowledged as a specialist in CAT fuel systems.



According to the company, the largest crankshaft grinding machine in Africa is hard at work at Metric Automotive Engineering.

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A toast to Marius Fransman

Luke the Dude was holding forth on how South Africa had become a gangster state where the courts mean nothing and the politicians party it up with murderers. I could hear him from outside the local, way outside. No chance of peacefully minding my own business.

"The problem is The Prof," Big Ben informed me with a worried look, "he is getting Luke all wound up again. And you know what will happen ..."

"Never mind," I said soothingly while seeking inspiration from a picture of Charlie Weir hiding behind his boxing gloves, "I am sure our learned friend Luke here is a gentleman of reason, open to logical persuasion."

"Logical persuasion my big toe!" (or words to that effect referring not necessarily to the body part mentioned) exclaimed Luke the Dude. "Don't you try that sneaky stuff on me! Only The Prof knows what's logical around here!" Hmmm. The Prof had found another disciple. Best to go to the source, as my Linguistics professor tried to teach me. "And a jolly good day to you, Prof," I said, "and how are you on this nice, sunny morning?"

"I am well, thank you for asking," said The Prof, "but let's look at the facts before we start getting logical. Omar al-Bashir is the de facto leader of Sudan and if half the charges against him are proven in a court of law, he is a very bad man. The International Criminal Court wants him for genocide, crimes against humanity and war crimes. He has the blood, if the charges are proven, of 3 000 black Africans on his hands."

"Now wait a minute," insists Big Ben in an underhand attempt to smuggle logic back into the conversation, "you cannot say that just because some Ali the Basher is the scum of the earth our hard-working government leaders are the same. This oke is from the other side of Africa."

"Ha!" expectorated Luke the Dude. "But he didn't stay there, did he? He came here, didn't he? And why did he come here? Because your hard-conniving government invited him, didn't they?"

"Actually, he was here for a meeting of the African Union and as a guest of the AU," corrected Prof Too. We had a very academic gathering that day.

"Oh excuse me," Luke the Dude apologised insincerely, "but we still had to invite him, didn't we? And when he asked if we wouldn't arrest him, like we said we would the last time he almost came here, we giggled, 'Nah, things have changed. We kicked that Clever Black Thabo Mbeki's backside for him, right out of government. Don't you worry about our laws, Bro. We don't.' Nudge nudge, wink wink. Didn't we?"

"No way!" protested Big Ben. "We never broke any of our own laws! The laws of our parliament have nothing to do with international courts and the African Union, Lukie my boy."

"You call me 'Lukie my boy' again, I break your knee-caps," rumbled Luke the Dude, narrowing his eyes in what he believed to be the Clint Eastwood look.

"Garrumpf. That's about as high as you can reach," growled Big Ben from his lofty heights. This seemed to upset the Governor, who reacted in the one tried and trusted solution to a sticky situation he knew: "Another round, gentlemen?"

With Luke and Ben thus restored to gentleman status, The Prof thought it prudent to return to the facts.

"You make a good point, Big Ben," he said soothingly, "but the facts do paint a somewhat different picture. South Africa did sign the Rome Statute, the foundation of the ICC. And not only that, we then passed a law in our own parliament, obliging us to support and adhere to the international court, which has issued a warrant for the arrest of Bashir. So not only did we shock the world by ignoring our international obligations, we did in fact break our own law."

"And we haven't even reached the courts yet," scowled Luke the Dude indignantly. "In the meantime we are wining and dining this big-time fugitive, while he struts around Sandton in a suit and a grin, posing like a Western leader. But when his plane lands in Sudan, thank you very much to a South African get-out-of-jail-free card and a 'drive safely to our private military airport and say hi to ISIS' from his comrades, he exits in a high turban waving a stick like some mad mullah imitating the Queen of Hearts: 'Off with his head! Off with his head!' Didn't he?"

"Quite so," agreed The Prof reluctantly; his agreement being with the facts and his reluctance being with the style. "Our government has indeed been amiss on three counts: its international obligations, its duty to uphold South African law and its duty to obey South African courts. We do exhibit the behaviour of a rogue state and we certainly have lost some standing in the world."

"But is it as bad as all that?" Big Ben tried again. "Surely we haven't lost any respect in Africa!"

"I daresay not. States like Zimbabwe probably applauded. But Africa has other children too, like the good government in our neighbouring Botswana."

Still there was no stopping Big Ben: "Well, at least we have learned from this mistake. In future our government will respect our courts." He is such a positive fellow; just wants everything to work out.

"If only that were true," The Prof shook his head sadly. "But the opposite is happening. Instead of admitting its mistakes, our masters have launched an all-out attack on our courts. The ANC, the SA Communist Party and all their accomplices. They seem not to know, or not to care, that they are attacking constitutional democracy itself."

As luck would have it, we were rescued from depression right then by means of deus ex machina.

Ladies and gentlemen, at this time we announce a break from our usual programme to announce the arrival of Jean-J, our resident poet and defender of Israel. "I know that man!" interrupts Jean-J, "Mon Ami!" Followed by the usual ceremony of bear hug and beer jug. This disturbs the aggro that has risen on all sides, no doubt to the approval of the Governor, but I nevertheless feel it my civil duty to bring the seriousness of the running debate to the attention, such as it is, of the last remaining Huguenot.

Jean-J frowns at the news and exclaims, "Debate Shmeebate!" Then he laughs at the schoolmasterly looks on the thin-lipped visages of Big Ben and Luke the Dude, who suddenly find themselves on the same side – the side disapproving of Jean-J.

"I have come here," Jean-J announces joyfully, "to celebrate the re-election of Marius Fransman as ANC leader in the Western Cape! A salute to him! Cheers! Lat hy val wa hy wil! Bottoms up! And Prost! too, if you like."

He finds enthusiastic support from Big Ben, who has lost the frown and temporary solidarity with Luke the Dude and replaced them with a salute of his own: "Up the ANC! Mooi man!" This ebullience is,

OPINION

ON THE CONTRARY



Pieter Schoombie

however, not unanimously shared by the present company.

Professor Too smiles knowingly. "I believe I get your meaning," he says, "but do explain yourself."

"Exactly!" confirms Jean-J. "That one! You got it! With Marius Fransman merde-ing on as ANC leader, the job is taken. No competent person will get it! Instead of election strategies and plans, the ANC will just have libellous press statements and empty promises. The Western Cape is safe! To the guillotine with corrupt government and stooges in high places! Viva!"

"Well, really," said The Prof. But he drank to it anyway.

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City transportation needs new technology

WHEN, England dug tunnels under London so that trains could ferry passengers from one part of the city to another, avoiding the horse-drawn traffic jams (not to mention the heaps of excrement) the "Tube" was hailed as a modern miracle.

Then along came motor cars. They solved the horse-poo problem but soon the London traffic jams of motorcars were as bad and as unhealthy as ever. Today, underground trains are packed solid during rush hours. So are buses and above ground trains. The truth is the London Underground is essentially a 19th century "solution" to urban transport. It is no longer modern.

Some say bicycles, buses and electric cars are the answer. Others note that all three are also old technology. Apart from high speed inter-city trains in France, Japan and China and a magnetic levitation (maglev) trains in a few places, nothing has changed – except the congestion charge levied by the London City Council that makes people pay to use their cars within the city limits.

While cyclists want to banish all vehicles from city streets, and motorists feel the same about bicycles, a solution to ur-

ban congestion must come from something new that is as clean as a bicycle, and as weatherproof as a motorcar.

The world needs to hurry up finding a solution otherwise in the next 20 years half the world's 9 billion people will live in megacities as nasty in as Shanghai or Beijing.

However, human inventiveness is infinite. For every problem, there are people working on a solution.

Some ideas are cheaper than existing trains, cars, or buses. Some designs see trains using the sun rather (fine if the train only operates in sunshine long enough for its batteries to recharge). Others envisage trains integrated into the exiting urban fabric with minimum disruption. On the



Keith Bryers

Continued on P31

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