

CAPE Business News



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MARCH 2015

Business opportunities in East Africa

It can be daunting - with many real and perceived challenges - to do business in Africa.



2015 Grape Harvest

This single annual event has a ripple effect on many other sectors in the region.



Great catch

Recent results from I&J and Sea Harvest show profit lines have tightened encouragingly.



Cape deal flurry

Cape Town-based companies have got off to a flying start in 2015 with several companies clinching or about to secure new deals.

Industrial services conglomerate Torre continued to speed down the acquisition track, making an offer to acquire 100% of Set Point Group for R370m. The deal hinges on Set Point delivering on profit warranties with a minimum consideration of R296m and a maximum consideration of R444m being set as possible price ranges. Torre won't have to fork out any cash for Set Point because the vendors of Set Point seem more than happy to take new Torre shares at 500c/share.

One of the big shareholders in Set Point is well-known investment company Sabvest, which is also a significant minority shareholder in Torre. The Set Point deal will mean Sabvest's stake in Torre shifts up from 7% to 12%. Set Point fits snugly into Torre's existing industrial offering - which includes sizeable operations like Tractor and Retreat-based Control Instruments. Set Point specialises in distribution and support to the mining, industrial, energy and manufacturing through analytical services, fluid handling and mining services locally and abroad.

Torre CEO Charles Pettit said the rationale for the acquisition was to extend the company's activities into high margin, complementary areas that enjoyed similar customer bases to Torre's existing businesses. He said Set Point would enhance Torre's earnings from year one, and that there were "material opportunities" to enhance value accretion for Torre after distribution networks and head office functions were combined.

Torre has also managed to raise close to R350m in new capital from BEE invest-

ors by placing new shares at R4,25/share - giving the company a sizeable war chest with which to pursue more acquisition opportunities this year.

Also staying on the front foot in terms of corporate activity is Franschoek-based food fruit and vegetable concentrate producer Rhodes, which has made its second significant acquisition in just three months. Rhodes has paid R102m to acquire Boland Pulp (along with its properties,) a deal that also coincided with a smaller R10m acquisition of vegetable canner and salad bottler business Deemster. These deals follow hard on the heels of the recent R165m acquisition by Rhodes of Wellington-based Pacmar, which manufactures and distributes fruit juice products.

Boland Pulp produces bulk fruit and vegetable juices and purees for the domestic and regional markets, and also exports to over 30 countries internationally. Through its retail division Boland Pulp sells purees, sauces and baby foods in re-sealable pouches under the Puré Chef Ease, Puré Squish Baby and Puré Organic Mini Meals brands. In its 2014 financial year Boland Pulp generated revenue of R313m and eked out gross profits of R30m.

Rhodes also announced the purchase of Deemster primarily co-packs products for third party brands and produces private label products for retail groups including Pick n Pay, Spar and Woolworths. The acquisition, although fairly small, allows Rhodes to enter new product categories such as beetroot and gherkins.

Rhodes CEO Bruce Henderson reiterated that one of the aims of the company's listing on the JSE in October last year was to create financial capacity to pursue selective acquisitions to accelerate its growth strategy.

"The acquisitions of Boland Pulp and Deemster are aligned with our strategy of expanding into new product categories which are complementary to our current product ranges."

Rhodes has fruit canning and production plants in Tulbagh and also produces an extensive range of fruit purees and juice concentrates.

Restaurant franchisor Spur Corporation also refused to stay out of the action, taking another bite out of the specialist dining market with the acquisition of a 51% stake in gourmet burger eateries RocoMamas. RocoMamas comprises only a handful of restaurants, but - like the recently acquired Hussar Grill chain - Spur has the wherewithal (an appetite) to grow the store base markedly. Interestingly the RocoMamas concept was cooked up by former Spur franchise holder Brian Altriche.

Empowerment group Sekunjalo is also trading under a cautionary, which CBN has heard reliably is related to a possible investment in a multi-national company. If CBN were to venture a guess then perhaps Sekunjalo - which has vastly improved its profitability and markedly bolstered its balance sheet - in recent years - might be looking to increase its existing minority stake in specialist industrial group SAAB SA.

Two other intriguing developments to round up the early corporate tilts by Cape Town-based companies sees empowerment group Brimstone and claddings specialist Mazor buying back significant parcels of their own shares. While this is not strictly an acquisition activity, the exercise certainly suggests that the executive management teams have great faith in the immediate prospects of the respective businesses.

Curro gearing up for a big one?



Curro CEO Chris van der Merwe.

Stellenbosch-based private schools operator Curro Holdings is seemingly anticipating acceleration in its already rapid growth - so much so that the directors see the need to raise a batch of fresh capital again. This is the fifth time in just five years that the company - which is controlled by respected investment house PSG - has needed to tap its shareholders for additional cash.

Curro enjoys its biggest geographical presence in the Western Cape with schools operating in Durbanville, Brackenfell, Century City, Langebaan, Hermanus and Mossel Bay. The company also operates a lower fee Meridean School in Pinehurst as well as Curro castle nursery schools in Brackenfell, Durbanville, George, Langebaan and Tyger Valley. A new Curro school is also being developed at Sitari in Somerset West.

When Curro released its year to end December results the CEO Chris van der Merwe detailed plans to raise R740m through a rights offer as part future growth plans.

During the 2014 financial year Curro spent some R1,3bn on the various expansionary projects - most notably four new Curro schools, two new Meridian schools and two new Curro Academy schools. The company acquired Waterstone College (Johannesburg South) for R130m and Grantleigh (Northern KZN) for R30m as well as completing the 'land banking' of

Continued on P2



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IN THIS ISSUE

- 16 Renewable Energy
- 17 Keep the Lights On
- 18 Consulting Engineering
- 19 HVAC
- 22 Instrumentation
- 23 Pipes
- 26 The Harvest
- 34 Food, Beverage, Wine & Dairy
- 37 Wire, Rope, Sling, Chain & Hoist
- 39 Transport Industry
- 44 On the Contrary
- 44 Papa Doc

Curro gearing up for a big one?

From front page

seven sites to a value of about R100m. On top of that Curro also invested a substantial R650m on improvement and expansion at existing campuses.

Curro's plans for the financial year ahead involve investing roughly R600m on the expansion of existing campuses as well as developing three new Curro schools and investing a further R250m in land banking of various key sites.

However, the new rights issue – and the proposed quantum of new funds to be raised – suggests Curro is very serious about investigating new acquisitions – remembering that last year the company raised R500m in long-term funding, drew down on R210m on facilities at Meridian and raised equity of R600m through a rights offer.

And it would appear that the acquisitions

Curro might be considering are fairly big because aside from the R740m set to be raised in the rights issue, the company has indicated it plans to also raise as much as R700m in the debt market.

Shareholders are likely to back the call for another rights issue as Curro's profit performance in the year to end December showed encouraging progress with headline earnings up

51% to R55m. Revenue broke through the R1bn mark on the back of a 37% increase in learner numbers to 28,737 in 2014. More encouraging was that cash flow from Curro's school network more than doubled to R247m.

Since year end, Curro has pushed its school network to 42 (with 36,000 learners,) and Dr Van der Merwe is confident that the target of 80

schools by 2020 is firmly on track.

"We thus achieved our original prelisting aim of 40 campuses by 2020 five years ahead of schedule."

He noted that Curro's school building programme was progressing much faster than the original forecast of three schools per year, and the company was working on a ten-year plan of building seven schools per year.

Why use an intermediary when selling your business?

HAVING recently facilitated the sale of The SkyJacks Group of Companies to Waco

International, George New of Horizon Capital (Pty) Ltd., a corporate finance and asset

management company specializing in the sale and acquisition of medium-sized enterprises,

emphasised that the expertise required lies not only in the transaction process and management, but also in the ability to 'match' the requirements of both seller and potential buyer. "It is crucial that the synergies from the transaction results in improved efficiencies, product range diversification, market share improvement, the creation of a competitive advantage, all of which must end in improved profitability after the acquisition," says New.

As businesses strive to increase their earnings through organic and acquisitive growth, in a somewhat challenging economic environment, there has been a definite increase in demand from buyers to acquire financially sound businesses. This increased interest in acquisition opportunities stems from the local market

as well as abroad. With this increased demand, sellers are achieving favourable and realistic prices and it is proving to be a good time to sell.

When discussing the sale of a business the question often asked is "why use an intermediary?" New explains, "Our experience shows that owners that try to sell their businesses themselves mostly end up in an absolute quagmire, often resulting in a cancelled deal at the last minute or the seller ending up with a less than satisfactory arrangement. This often only manifests itself after the deal has been concluded. Selling a business can be a very complex and time consuming proposition with many legal, tax, accounting and regulatory matters to address. Further expertise is required to seek and identify the appropriate buyer for the business and then negotiating and structuring the most advantageous transaction for both parties involved."

"The decision to sell could well be the most important decision a business-owner will make. It is vital that a qualified professional corporate finance advisor be appointed to guide you through the sale process."

New further explains that Horizon Capital offers a full, turnkey solution for the seller – from assisting the owner to prepare the business for sale, conducting a valuation, preparing an Information Memorandum and discretely taking the business to the market and introducing it to qualified potential buyers. Very importantly Horizon Capital negotiates on behalf of the seller to ensure the optimal deal structure, and a fair price, is realised. New concludes that Horizon Capital also assists with the overseeing of the sale agreement and supporting documents, as well as the facilitation of the transaction payment.



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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 chat.

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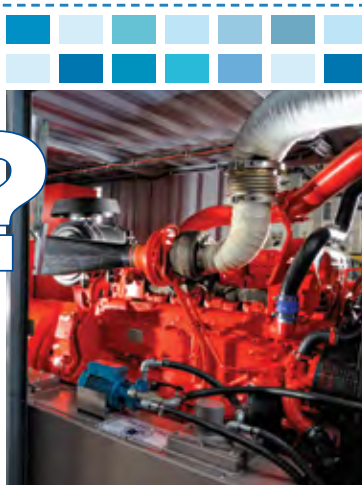


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Turning over a new Leaf



Black River Park in Observatory,

ONE of South Africa's biggest real estate funds Redefine Properties last month swooped on prime Cape Town office park assets. The company announced the R4,1bn acquisition of the Western Cape-based property portfolio belonging to specialist investment company Leaf Capital. The portfolio will offer Redefine an initial income yield of 8%, substantially enhancing the property giant's office portfolio in the Western Cape.

The forecast net income from the Leaf properties is R287m for the year to end February 2016. This figure includes the contribution from several properties that Leaf owns in Gauteng.

Leaf Capital was established in 2004 by former banking executive Paul Leaf-Wright. The company started as a financial advisory firm that focused on serving organisations operating in the mid-cap markets, but broadened its sphere of operations to property and private equity.

Redefine executive chairman Mark Wainer said that acquiring Leaf's 'trophy' portfolio was a strategic triumph for Redefine.

"It is underpinned by high-quality income streams from its large, excellently located, premium grade office precinct assets."

He pointed out that the transaction included a number of significant properties such as Black River Park in Observatory, the Wembley Square development on the edge of the Cape Town CBD and the Boulevard Office Park in Woodstock.

"These assets change the face of our Western Cape portfolio, which will now include the top 5% of quality office blocks in Cape Town."

The properties benefit from strong lease covenants and quality tenants - including Ama-

zon, Medscheme, Dimension Data, and the Green Building Council of SA. Leaf's properties have maintained a tenant retention ratio of 82% (94% excluding buildings earmarked for refurbishment.) In addition, Wainer noted the portfolio offered future additional development potential - notably developable bulk at Black River Park.

Redefine has a strong presence in the Cape Town office market, owning well-known buildings in the CBD like Thibault Square, the Convention Tower and the Standard Bank Centre. Smaller Western Cape office properties include Knowledge Park, Heron Place, Parliament Towers, Wynberg Mews and Commissioner House in Bellville.

Crumbs ... Pioneer about to toss its cookies?

BELLVILLE-based consumer brands giant Pioneer Foods Group is looking very serious about cutting out operations that are not going to fatten up its operating margins.

CBN has already documented Pioneer's plans to relinquish its unprofitable arrangement - via subsidiary Ceres Beverages Company - to bottle iconic soft-drink Pepsi. Earlier Pioneer walked away from its commodity businesses - unbundling the poultry, eggs and animal feeds businesses into Quantum Foods.

These critical corporate changes are courtesy new CEO Phil Roux, who seems very serious about focussing Pioneer on its power brands like Speeko, Weet-Bix, White Star, Safari, Pro-Nutro, Sasko and Liqui-Fruit. This strategy has already paid off with Pioneer's operating margin looking a lot plumper at 9,5% at the end of 2014 compared



with a much leaner 7,1% in 2013.

The latest rumbling from Bellville are that Pioneer could look to offloading its Moir's biscuit operations. Pioneer are really up against it in the biscuit market with the category champion AVI completely dominating the supermarket shelves.

Pioneer moved into the biscuit segment in 2004 with the acquisition of Kwalitey Biscuits. The company then rebranded a range of biscuits to build on the legacy of the well known Moirs name - includ-

ing Tea Lovers, Marie, Lemon Creams and Munch a Lot.

In the last financial year to end September 2014 Pioneer directors reported that biscuits achieved targeted volume growth, but unfortunately at crumbling margins.

A presentation at Pioneer's recent AGM showed that rice, biscuits, baking aids and pasta were the categories where the company lost market shares during the first three months of its new financial year.

It is unlikely Pio-

neer's biscuit business will fetch a huge price, but that's the way the cookie crumbles if your brands are not market leaders. Still the savings in management team could be invaluable in the years ahead as Pioneer hones its new business model.

If management can continue to win market share with its more profitable brands in a tough market then Pioneer could be well positioned when consumer spending picks up again.

A trading statement for the three

months to end December 2014 showed that select categories showed an uptick in consumer demand.

Roux disclosed that Pioneer managed to increase market share in most categories it competes in.

Group revenue for the three months was up 7%. Roux said the volume growth realised in major categories was pleasing, with the exception of the wheat and rice categories.

Most encouraging was that bread volume was up 13% and revenue up 19%.

Other strong gains were registered by breakfast cereals (21% up in volume and revenue) and local fruit juices (up 8% in volume and 13% on the revenue line.)

Roux said the bottom line was that the company expected to report improved operating profit and headline earnings performance for the six months ending March 2015.

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JONES

City of Cape Town's unique backyarder project



All Backyarder projects are funded through the Urban Settlement Development Grant (USDG.)

"It has changed my life a lot, it is seriously much better. I am more independent now with my own electricity," says 35-year-old Monier Larry who lives in the backyard of a council house in Albecore Street in Facticeon, a northern suburb of Cape Town. His dwelling is one of hundreds that has been provided with electricity, water, sanitation and waste services by the City of Cape Town.

Due to the wide spread occurrence of informal dwellings in the backyards of houses in formal townships, the mayor of Cape Town, Patricia de Lille, saw the need to improve the circumstances of the many so-called backyarders living on council property. In October 2011, the

City Council gave the green light to continue with three pilot sites, namely Facticeon, Hanover Park and Langa. The latter was later withdrawn due to consumer resistance. 13.6% of the national population lives in informal housing including backyards.

According to Hein Boshoff, Head: Electricity Distribution Area North at the City of Cape Town, a total of 188 backyarder dwellings in Facticeon have so far been provided with electricity while 984 dwellings in Hanover Park have been connected. He adds: "the two pilot backyarder projects, each with their own challenges, proved to be successful and Council is continuing with this approach in areas where

the community is willing to accept these improvements. The Electricity department will be attending to two other areas for backyarder supply: Parkwood and Bonteheuwel."

Monier Larry, who looks after his two-year-old daughter Isis, says he has been a backyarder for more than 20 years. He now has a light and an electricity box in his shack and the council installed a sink with tap and a toilet in the backyard.

He explains: "we used to get electricity from the house inside and it used to be a bit of a problem. Sometimes it would trip or they would complain that we use too much electricity or you did not know how much electricity you

were using. It is much easier since I have my own box now."

Next door, 31-year-old Teresa Gordam agrees. She shares a backyard dwelling with her boyfriend and young cousin. "When I moved in here they were busy installing the new services. It is so much more convenient for us to have our own toilet, tap and electricity connection in the back because the people in the main house would not allow me inside to use the toilet and water."

The infrastructure that had to be put in place includes the removal of the midblock supply to the street front in Facticeon. The City of Cape Town's Hein Boshoff explains, "a new design was also necessary to account for the increased demand in supplying up to three backyarder dwellings per council rental unit with electricity. This resulted in the strengthening of the backbone of the network and substations. New street lighting was also installed."

All Backyarder projects are funded through the Urban Settlement Development Grant (USDG.) Part of the success of the backyarder programme has been the community engagement aspect and according to Hein Boshoff, "the community really enjoyed the whole process and supported us in this whole venture to uplift the social environment for them."

He says the initiative changed the lives of the backyarders with regards to "safety around their homes as there is no more dangerous wiring from the main dwelling, social upliftment - the EPWP Expanded Public Works Programme allowed for work opportunities, improved living conditions - alleviating poverty through subsidised electricity

connections - and no more exploitation by the main occupants."

African Utility Week

Hein Boshoff will discuss this successful project as a featured speaker during the Transmission & Distribution and Smart Grids session of the upcoming African Utility Week conference and expo at the CTICC in Cape Town from 12-14 May. During a technical site visit on 15 May, conference delegates will also have the opportunity to visit the Facticeon site to see the improved infrastructure for themselves and meet some of the backyarders.

Last year, the City of Cape Town was named top municipality at the African Utility Week Awards.

For the past 14 years, the African Utility Week and Clean Power Africa conference and exhibition has helped to reduce the energy consumption of commercial and industrial large power users and has assisted in African utilities providing electricity and water to all of Africa.

The event brings together thousands of utility professionals from across the globe to learn, share knowledge and debate the key topics that will secure the future development of Africa's power industry. These include energy efficiency, improved service delivery, renewable energy and collaboration across the continent and investment in new power projects.

South Africa's state utility Eskom has been a key partner for many years. DNV-GL has already confirmed its exclusive diamond sponsorship of the event while Accenture, Building Energy, Edison Power Group, MarelliMotori and Rubytad are the platinum sponsors.



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Monier Larry and daughter Isis.

Centre for Entrepreneurship opens at False Bay

FALSE Bay TVET College, along with the Minister of Small Business Development, Lindiwe Zulu, have launched a Centre for Entrepreneurship aiming to grow on encouraging reports that show an increase in entrepreneurship in recent years. Stats show that 43% more women joined the entrepreneurial ranks in 2012 and South Africans are generally becoming more confident in starting their own businesses.

Growth in the number of entrepreneurs is often overshadowed by the challenges that these South Africans face, and there is still a disconnect between entrepreneurial intent and actual entrepreneurial activity. This is why False Bay TVET College has taken steps to promote an entrepreneurial culture, looking forward to seeing this take centre stage in the country's economic development plans and cash in on emerging confidence.

Cassie Kruger, CEO and Principal of False Bay TVET College was excited to see the Centre of Entrepreneurship open its doors saying, "The opening of a centre like this at our college has always been one of our goals."

He points to the three goals in the college's mission statement:

1. The main mandate of the college is to create employable students
2. Qualifying students to be able to access universities
3. Developing entrepreneurs

"We feel that studying at the college should also be linked to potential opportunities when leaving too. We have never seen success in a piece of paper – we always monitor the students after they leave us, Kruger said. "In doing so, we can see that we have not succeeded in the last mission, which is why this centre was opened," Kruger said.

Manager of the Centre for Entrepreneurship Steve Reid said, "The discussion to open this centre began in 2014 with the Ministry for Small Business Development. This Centre for Entrepreneurs is the second in the country, with a third on its way."

Zulu's goal is to create 30 of these centres around the country.

"With this centre, the college will strive to equip students with a business and tech savvy mind, as well as ensure their business model and outlook is correct. But mainly we want to focus on the entrepreneurial thinking of each student and what we call 'growth

entrepreneurs'." Reid explains the selection process for applying to join the centre.

"We have about 10,000 to 12,000 students across all campuses. It is naive to think that every one of those students want to – and should – be an entrepreneur. So we will be looking for those who show the attributes and the characteristics of an entrepreneur; and have the perseverance to stay

the journey."

"Businesses and commerce can get involved with the centre by mentoring the students and providing the market linkages and market opportunities in their own supply chain. Many entrepreneurs start a business, and only then will they go and look for a market – which is not always there. This is one of the reasons why they are not successful," Reid said.

"We are currently building a working relationship with the Cape Chamber and other stakeholders in the Corporate market."

Zulu said, "I am confident that this centre will continue to grow and develop entrepreneurs in this area and also serve as a hub for information and training. It is my fervent wish that this centre will open new avenues for currently dormant

and potential entrepreneurs. We must promote entrepreneurship as a viable career path as we continue to build a nation of entrepreneurs. We must inculcate an understanding that starting a business is not something you do because you have run out of options and you find yourself unemployed. Entrepreneurship must be a conscious and solid decision."



Minister of Small Business Development, Lindiwe Zulu.

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Barlowworld Power



The light of ARB's life

EUROLUX, the Cape Town-based lightings business, continues to be the bright spot for JSE-listed electrical group ARB Holdings.

In early 2012 ARB paid R81m for a 60% stake in Eurolux with its executive management team retaining a 40% interest. ARB, at this point, might feel that was very worthwhile R81m spent because Eurolux is churning strong profit growth while profits in the core electrical division are dimming somewhat.

Eurolux is one of the biggest importers and distributors of incandescent, energy saving, LED and fluorescent lamps as

well as a broad range of light fittings. The company does not sell directly to the public,

southern Africa.

ARB's interim results to end December showed the Light-

again produced very pleasing results. He said the (growth) momentum was created by the introduction of new product categories and key customer gains in prior periods. Neasham said that overhead costs in the Lighting Division rose 20% - causing the operating margin to drop off to 10.9% (from 11,6% in the corresponding period last year.)

But Neasham contended that even though market conditions were expected to remain challenging for the foreseeable future, the Lighting Division was well placed to carry its positive momentum

Eurolux is one of the biggest importers and distributors of incandescent, energy saving, LED and fluorescent lamps as well as a broad range of light fittings.

but focuses on selling and distributing its products to special-

ised lighting shops, independent electrical wholesalers and major retail chain stores in South and

ing Division's revenue up 23% to R213,5m and operating profits up 16% to R23,4m.

Recently appointed ARB CEO Billy Neasham said the Lighting Division



into the second half of the financial year.

He said the Lighting Division was still seeing strong growth across all key customers and market segments. In the next six months Eurolux could

score from DIY retailer Cashbuild rolling out lighting products. The business has also stocked up in preparation for the AgriNet rollout, and intends expanding its product range into its existing

customer base.

It seems ARB is also willing to test Eurolux's product range in selected African markets - which could offer new growth opportunities in the medium-term.



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The Cape's financial landscape

CAPE TOWN is often viewed as the hub of money management - an image obviously enhanced by the fact that two of the country's most iconic savings institutions, Sanlam and Old Mutual, have deep roots in the city. Then there's also the fact that Stellenbosch-based investment giants like Remgro (which nurtured international tobacco and luxury goods brands) and PSG (which birthed the now highly successful Capitec Bank) have also pulled off inspired financial engineering over the decades.

Now that Cape Town plays host to the headquarters of so many large asset management firms (and small boutiques) - including Allan Gray, Coronation Fund Managers, Prescient and Cadiz - there is a strong sense that Cape Town remains a critical financial hub in the SA economy.

But Cape Town has endured a colourful history in the broader financial services arena over the last thirty years - particularly the city's specialist banking offering that has been whittled down through vigorous corporate action. There were the rather

painful events like the demise of Cape Investment Bank and the collapse of the Masterbond Group. But there was also a time in the mid-to-late nineties when Cape Town was a hive of financial services activity.

Readers may recall that Cape Town had its very own property funding dynamo in form of Cape of Good Hope Bank, which sadly was incorporated into its parent company Nedbank after a merger with another Cape Town financial services stalwart Board of Executors (BoE.) In fact BoE, at one stage, seemed to come very close to forming a new banking and insurance (bancassurance) constellation that would have challenged the financial stalwarts on the JSE.

The BoE story is worth revisiting. It's a convoluted tale that had its genesis in a hostile takeover attempt by banking giant Absa of Paarl-based Boland Bank. Retail tycoon Christo Wiese, however, rode to Boland's rescue, and soon embarked on initiatives to move the little bank out of its rural mindset and

Continued on P7

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The Cape's financial landscape

Continued from P6



Christo Weise.

into a more sophisticated service offering (which included the acquisition of Boland Financial Services, which later became Mettle.)

Wiese – all the time holding out hope for the launch of a low cost retail banking model under Pep – then shifted a new look Boland towards former building society NBS, leading to the Boland-NBS merger.

Wiese then steered his newly merged entity to BoE – then headed by powerful executive troika of Bill McAdam, Phil Biden and Tom Boardman – clinching a merger in 1998.

BoE, unfortunately, over-extended itself (including being involved in the Century City development,) and the ensuing small banking crisis of 2000/2001 saw the banking group merged with Nedbank to form what is today known as Nedcor. Interestingly BoE's Boardman was appointed CEO of Nedcor, and he played a key role in reversing the bank's fortunes (while his other two compatriots McAdam and Biden later moved into asset management and corporate advisory services respectively.)

At the same time it was also fun and games in Stellenbosch, where Absa was again painted as the villain in its bid to gain control of PSG. Fortunately for PSG there was a 'white knight' in form of Steinhoff International prime mover Markus Jooste. But Absa did walk off with PSG Investment Bank, and Jooste became a significant minority shareholder in PSG... and eventually wangled a 20% stake in PSG for Steinhoff.

The events of the late nineties and early noughties probably did dampen enthusiasm for financial services ventures in the Western Cape. But the prime movers of that time certainly have not shied away from trying their luck again in financial services.

PSG was instrumental in the development and early funding of Capitec Bank – a venture that has carved out a lucrative niche in affordable banking at the expense of the large banks. PSG has also perfected its long-term

plans to form a wealth management hub in form of PSG Konsult, which was listed on the JSE last year.

Wiese also appears to be tilting at niche financial services again. He holds exposure

to secured lending in the UK and specialist financial structuring via Tradehold, and is involved – via Brait – in micro-lending specialist Southern View. Wiese has also lately become involved in

ConvergeNet, a newly formed investment company, which rumours suggest could include a substantial financial services offering in the future.

Never a dull moment, it would seem.



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Budget 2015 underwhelming

IN an interview with CBN, Peter Worthington, Senior Economist at Absa said he found the 2015 budget underwhelming, "It wasn't terrible, but it certainly wasn't a sterling piece of fiscal genius."

He went on to unpack factors that he felt would affect business in this budget period. One big cost increase was the petrol tax hike, with a whopping increase of around 80c per litre with effect from 1 April on top of likely increases as a result of recent rand and crude price movements. This will affect business production costs across the board, especially the transportation and logistics sectors, eliminating a good part of the gain from the lower oil prices since September.

The unemployment insurance fund contribution holiday is however a fairly substantial giveback to the economy. It is worth

around R15bn in total, with half going to consumers and half to business. There was a nod to SMEs (Small- to Medium-sized Enterprises) with the government wanting to create a flexible operating and tax environment for these businesses. Tax wise, South Africa's corporate tax rate sits at 28%. Although this is not the highest in the world, it is in the upper half of corporate tax rates globally, and many South African businesses may argue that the corporate tax rates should be reduced.

"Treasury would respond to this by saying that the Davis committee has identified legal tax avoidance by corporates, especially multinationals that operate across borders in different tax jurisdictions, as a real problem in South Africa's tax regime. Of course, it is very difficult to say just

how large this problem is, and few corrective measures need to be done in conjunction with other countries," Worthington points out.

Businesses should also be watching closely for the revised legislation on a carbon tax which is due to be released later this year with a view to implementing a carbon tax in 2016. The first draft was perceived by heavy industry as being particularly onerous. "It is currently being redrafted so business should engage in that process to ensure we get a carbon tax that is optimal; that is balanced between discouraging carbon emissions without being a lethal blow to companies."

The labour market and electricity costs would affect manufacturers especially, but although these issues were mentioned in the budget, no solutions

were put forward.

Worthington went on to say that from a broader macroeconomic perspective he is very concerned that South Africa is sitting on the slippery slope of adverse debt dynamics. "Every year, including this upcoming one, we have deficits that are large enough to deliver a rise in the debt-to-GDP ratio, with Treasury fairly consistently deferring the bulk of the fiscal consolidation to the last year in the three-year forecast horizon. They did it this time around again and, if I were the finance minister, I would have been a bit more aggressive in the expenditure cuts and the revenue measures so that we could have actually seen the debt-to-GDP ratio clearly stabilise. At the moment it's projected to plateau, but there is no clear sign that it will peak."

He points out in particular that the government's previous commitment to maintain real noninterest expenditure growth to 2% per annum has been quietly abandoned this year, with the maintenance

of nominal spending targets even in the face of falling inflation. "The Treasury's own numbers point to a sudden deceleration of projected real noninterest spending growth from 2.5% in FY 2015/16 to just 0.7% in the subsequent fiscal year. This is a pretty implausible step down."

He goes on to say "We understand, of course, why from a political perspective the Treasury cannot make huge expenditure cuts that would entail cuts in public sector employment. However, we do feel there was scope to be a bit more aggressive in cost containment. Positively, however, the new

supply chain management protocols under the aegis of the Chief Procurement Officer should lead to cost savings over the medium term, and these were not really factored into the expenditure data"

He also felt that the Eskom bailout scheme was too light on detail.

"I understand treasury's argument that they couldn't disclose any details as it was at a financially sensitive point in the transaction, but nonetheless more detail on the broader asset sale programme as a whole was needed. As it stands it looks like the asset sales are going to be very narrowly restricted to just those which are sufficient to bail out Eskom. We think this is unfortunate, since there are a great many state owned enterprises which would arguably be managed better and more profitably by

the private sector."

On the why we didn't see the expected VAT increase: "We have a situation on South Africa where a fairly small proportion of the population provides much of the tax revenue to personal income tax. There is a limited scope for increasing it in an aggressive way. This is the case for corporate income tax too – given that the rate is fairly high. Also it is particularly politically unpalatable to increase VAT."

Worthington concludes, "I find it very interesting how the rating agencies have taken divergent views out of the budget. Some said it was reassuring and that fiscal policy was on the right track, whereas others said the policy has a number of remaining challenges and it is more likely than not that South Africa will be downgraded."

What tax-free savings means to you

Finance Minister Nhlanhla Nene announced in his Budget Speech that tax-free savings will come into being on 1 March 2015. This follows the recent approval of a Tax-free Savings Account (TFSA) by the National Treasury to encourage South Africans to save.

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Supplied by Absa - Member of Barclays.

Tax free savings

"The key objective of the tax free savings proposal is to encourage individuals to save in addition to their pension fund or retirement annuity."

THE South African National Treasury has drafted various proposals around retirement reform to encourage citizens to get into the habit of saving for their retirement.

Over the years government has held numerous consultations with industry stakeholders around proposed reforms. As a key stakeholder this enables us to help shape the development of the reform by submitting our opinions on the draft proposals.

On 1 March 2015, Treasury allowed the introduction of Tax Free Savings Accounts in South Africa.

"Absa is excited about the opportunity the retirement reform brings to clients, and supports the intent and spirit of the initiative and what it wants to achieve. We are working on ways to actively support the new regulations by making Tax Free Saving Accounts available to the market.

This also ensures that we comply with the rules and regulations as set out by the National Treasury," says Matt Hunter, Head of Savings and Investments at Absa Retail Banking.

"We will be launching a range of products, once Treasury permits, to encourage savings in South Africa. Absa has the benefit of having a bank and an asset management business within the stable that can providethese," says Hunter.

What is a Tax Free Savings Account?

A Tax Free Savings account is account that allows you to invest money while earning returns that are free from income, dividends or capital gains tax.

"The key objective of the savings proposal is to encourage individuals to save long-term in addition to their pension fund or retirement annuity," explains Hunter. "Having access to funds in an emergency or to protect you from unexpected financial shocks are just as important as saving for your retirement."

Adopting more disciplined savings behaviour increases household savings and can also have broader macro-economic benefits in terms of higher investment and export growth. This, in turn, would boost the country's growth rate.

How will Tax Free Savings accounts work?

- Total contributions to a Tax Free Savings account are limited to R30,000 per tax year and the total lifetime contribution limit currently at R500,000. Any unused amount will not roll over to the next tax year. This means that if you don't manage to save R30,000 per year, you will not be allowed to carry over the shortfall to the following year.

- Where a taxpayer

Continued on P10

600CT Manufacturing

Reaching for New Heights



The first of three 9.5t capacity FASSI 660 RA 2.28 truck mounted cranes equipped with the latest FSC/SII stability control systems, mounted on IVECO trucks for the City of Cape Town Electrical Department.

The 600 name has been operating over the past 35 years in the greater Cape Town region, first as 600SA and for the past 11 years as 600CT, an independent distributor for 600SA.

The company is best known for the range of FASSI truck mounted cranes for which they are the agents in the Western Cape, supplemented by premium other brands including USIMECA (waste compactors), SOCAGE (aerial platforms) and TAM and MARREL (hooklifts).

"In addition to representing, installing and servicing these brands of materials handling equipment, we manufacture and fabricate waste containers, skips and tanks – something we've been doing for the past 25 years" said MD Adrian Conradie.

"The continued growth of our company has put immense pressure on its current infrastructure at the premises in Parow Industria which has resulted in the company looking for new, larger, premises with a bigger yard area".

Although the company has always strived for a reputation of supplying quality and reliable products, the excellent customer service that we pride ourselves on has been affected by our current constraints due to lack of space".

"Mounting lifting equipment on truck chassis is a highly specialised activity requiring a highly skilled and dedicated team who understand the complexities of the different brands of trucks ensuring that the lifting equipment fully integrates with the vehicle's systems and doesn't compromise either the vehicles capabilities or that of the crane or aerial platform.

"An overriding feature of all the lifting equipment we supply is that of safety and the inherent safety characteristics of the FASSI range in particular have made it a favourite with many of our customers" commented Conradie.

"The sophistication of the new FASSI product range leaves no room for outsourcing to other fabricators and we will manufacture to a client's complete specifications in-house which provides a one-stop responsibility for the client.

"The latest order which will be delivered to the Electrical Services Cape Town by the end of February comprises three 55 ton capacity FASSI 660 RA 2.28 truck mounted cranes equipped with the latest FSC/SII stability control systems, with a graphic touch screen command panel, mounted on IVECO trucks" explained Conradie. It is understood that the City will use the equipment to safely handle electrical transformers amongst other duties. This whole project from the manufacture and installation of the domex sub-frame, the mounting of the crane and the manufacture of the load body has been completed in-house by 600CT.

Utmost Control of Stability

FASSI Stability Control" systems are available in a range of types specifically designed for each crane model that meet the stringent European Machine Directive 2006/42/EC and the application of harmonized technical standard EN 12999:2011.

The SII (Super) version, (part of the package for the Electrical Services Cape Town order) features fully automatic management and control of the hydraulically-extendable outriggers.

This electronic system significantly improves crane control conditions, making it easier to use the crane by combining safe operation with versatility and the best lifting capacity on slopes or uneven ground conditions.

The FSC system automatically limits crane operation in the event that all conditions needed to ensure its stability are not satisfied: extension of the lateral supports and positioning of the outrigger rams. This is done through two devices: the proximity sensor for the outrigger rams and the micro-switch cable reel that detects the complete exit of the lateral extension support.

Via an easy to read touch screen control, the operator can monitor every aspect of the crane's status and authorization to use the crane once stabilization has been achieved. All parameters are shown on the radio control display and on the user panel display on the crane.

With the FSC/SII version, depending on the

work positions of the outriggers lateral extension supports and the tilting angle of the crane base, automatic derating occurs in terms of crane performance - of activation of the lifting moment limiting device and of working speeds.

Control as well as improved efficiency

Compared to other systems, the FASSI FSC/S version introduces more sophisticated safety management: it carries out a double stabilisation check by verifying the position of the outriggers lateral extension supports and of the base tilting angle thanks to tilting sensor with double XY axis. As a whole, the system is highly versatile, and it always ensures the highest crane performance under conditions of total control.

Training, Training, Training

"Having such sophisticated equipment available is nothing unless it can be accurately installed, operated and maintained throughout its life span. So ensuring the customer's investment is maintained and protected is just as important as making sure it is fit for purpose.

"Safe operation and longevity is all about understanding the sophisticated systems and that is why we budget for extensive product and operator training" explained Conradie.

"Our Technical Director, Beaunard Ackerman has been to the FASSI plant in Italy four times and has been trained in the workings of the FSC/SII control system and has imparted this knowledge to our local technicians here in Parow. Beaunard's latest trip was part of a routine programme of technical training that occurs

on a regular basis and whenever the company introduce a new product such as the FSC/SII and FX901 graphic touch screen interface.

"FASSI, along with some of the other brand principles we represent, also send their technical teams to us to ensure that we are implementing production and manufacturing criteria that meet their stringent standards.

"We carry out extensive training programmes of the customer's own operators to ensure they are familiar with the system's capabilities and to

point out that although highly unlikely with the latest systems, FASSI have their own "blackbox flight recorder" on certain models which can be interrogated for the truth should an incident occur!".

"This data recorder is part of a self-monitoring system whereby faults can be interrogated and cleared, much in the same way as found on today's motor cars that have a plug in port, with the advantage that the FASSI system can be interrogated via a Bluetooth link from a smartphone!

More exciting products to come

Other brands that 600CT represent also have technology advances that improve efficiency coupled with safer operations.

"We will soon be working on a new project that combines the advantages of a pole manipulator usually found on a mobile crane, with that of an aerial platform!

"Instead of a customer requiring two vehicles and two teams to maintain, install or replace a power pole which can lead to a dangerous situation of uncoordinated actions, the new combination product which features a Kinshofer pole manipulator, is one piece of equipment that can be operated from the aerial platform or from ground level.

"This means that only one vehicle and one team are required instead of two and that pole handling can be carried out from an aerial vantage point. Further operations such as insulator repair or replacement or conductor stringing can be done sequentially with a big saving in manpower and equipment. Above all else, the combination unit makes pole maintenance a much safer operation" enthused Conradie.

In addition to strong ties to municipalities and utilities 600CT Manufacturing's customers also include waste handling and brick yard operators amongst others that require the precise, reliable and safe operation, both locally and as far afield as Namibia, Angola and Mozambique.



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Zest WEG Group completes Mondi steam turbine project

THE Zest WEG Group, through subsidiary company Zest Energy and its technology providers have successfully completed a benchmark steam turbo generator set contract at Mondi Richards Bay. The original

contract was awarded in May 2012 and partially handed over in December 2013, with final hand over in March 2014. This contract has been followed by a five year Long Term Service Agreement (LTSA)

where Zest Energy will be responsible for the overall maintenance of the steam turbo generator set. "The LTSA has also been linked to availability guarantees on this turbine," Coenraad Vrey,

Managing Director at Zest Energy, says.

The scope of work included the design, manufacture and delivery as well as complete installation and commissioning of the steam turbo generator set and associated equipment. Original Equipment Manufacturer (OEM) supervision services were also provided during installation and commissioning, with 24/7 on call support for a period of four weeks following handover. The flagship project achieved a number of records: the largest ever steam turbine manufactured by technology provider TGM Turbinas.

"Not only was this the first project to utilise a combination of a TGM turbine with a WEG EM alternator, it was also a first reference for both equipment manufacturers in South Africa," Vrey says.

"Throughout the execution of this project, the Zest WEG Group has proved its ability to be involved in large scale projects, not only from a standalone product supply perspective, but also from an integrated solutions point of view. This is an important achievement that will drive sustainable growth within the Group," Alastair Gerard, General Manager at Zest Energy, says.

Zest Energy supplied the turbo generator set equipment and took the overall lead on the package, which included steam technology from TGM Turbinas of Brazil and generator technology from WEG Electric Machinery of the United States. Local subcontractor TGS (Turbine Generator



The 48MW TGM multi-extraction condensing steam turbine rotor, which is designed to maximise efficiency and power generation capability.

Services) undertook the mechanical installation portion of the scope. Bosch Projects was appointed by Mondi as the official Engineering, Procurement and Construction Management (EPCM) contractor on the project.

Mondi already had a 38MW extraction back pressure steam turbine and a 34.3MW extraction condensing steam turbine and required a new 48MW multi extraction condensing steam turbine to take up the additional high-pressure steam from the plant at full load. The power generated is used on site with the excess exported to the national grid.

The beginning of 2013 saw the design and engineering phase of the project under full swing, with close scrutiny of the finer design details to ensure that

no crucial element had been overlooked. Major long lead items such as the turbine casings and forged rotor shaft had already been delivered to turbine manufacturer TGM Turbinas, while WEG Electric Machinery clocked up similar progress. The Zest Energy project team then had the formidable task of transporting the completely manufactured and assembled pieces of equipment, a process which was completed in August 2013.

Installation was completed successfully towards the end of November 2013. Vrey comments, "As the turbine control system had to integrate and operate with the complete steam management system, we had to optimise the design to ensure proper and safe operation with the rest of the equipment. It was a learning curve for us and the client in terms of developing the control system to ensure that it was a fully integrated and optimised system upon final handover."

Gerrard concludes, "To install a complex system into an existing system that is equally complex to begin with is not an easy task. With Zest Energy's experience in electrical infrastructure, substations and power generation, especially on both standby and continuous power plants, meant we could draw on all this experience and apply it to the Mondi Richards Bay project, with all the electrical integration scope carried out in house, making us unique in the marketplace."

Tax free savings

Continued from P8

contributes in excess of the prescribed annual contribution limit, a penalty of 40% on the amount of the excess contribution will be levied by SARS on the individual.

Why should investors take note of Tax Free Savings?

The current mechanism to incentivise non-retirement household savings is the annual interest tax exemption, which is R23,800 for individuals under the age of 65 and R34,500 for individuals older than 65 years. It is intended that this exemption limit will remain in place, but not be increased in line with inflation going forward.

This should encourage investors to begin utilising tax-free savings accounts, particularly benefiting more disciplined investors who contribute over a number of years and receive returns and/or gains in excess of these current exemptions.

Investors will be able to hold investments like units in collective investment schemes, interest-bearing savings accounts, bank fixed deposits and retail savings bonds through the proposed new product.

These types of products will be offered, in accordance with the reform regulation, by licensed banks, long-term insurance companies, managers of registered collective investment schemes, authorised users, linked-investment service providers and the government will be permitted to offer tax-free savings accounts to the public.

Tax free savings tips

The government has set the annual contribution limit at R30,000 with the intent of increasing this amount with inflation over time.

"Starting early by investing funds in a tax free savings account has its advantages due to the power of compound interest. Consider an investor who puts R30,000 into a tax-free savings account at the beginning of every tax year for the next 17 years, invested in a product earning 6% per year. After 17 years, it would be worth R946,000. In comparison, if the investor started a year later, the balance would be R859,000, while the cost of not starting earlier is R87,000," Hunter illustrates.

It therefore makes sense to use your tax-free allowance every year to build up significant savings with returns protected from tax.



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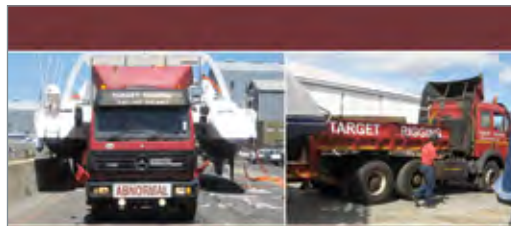


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A new, comprehensive online resource for pharmaceutical and biologics companies is now available from Spraying Systems Co. Processors will find a wide range of product information, performance data for spraying water, OPADRY and EUDRAGIT plus drop size information on products used in tablet coating, fluid bed, vessel cleaning spray dry applications and more at www.spray.com/pharmacatalog.

In addition to product information, users will find a reference guide filled with valuable technical information on spray nozzles including operational information, selection guidelines, maintenance proce-

dures and other topics to maximize performance and minimize downtime in coating, cleaning and solid dosage operations.

Other catalog sections include online specification sheets, downloadable CAD-format STP files to assist in the design or larger integrated systems, demonstration videos and more.

Spraying Systems Co. is a global leader in spray technology. It has a broad product range with several manufacturing facilities and sales offices in more than 85 countries. Spray nozzles, turnkey spray systems, custom fabrication and research/testing services comprise the 75-year-old company's offering.

Industrial Showcase-Cape a window into local industry

THE good news for Western Cape businesses is that while the outlook is still tough, according to the Municipal Economic Review and Outlook, the Western Cape is forecast to average 3% economic growth through to 2019.

"And for anyone who is determined to get their share of the business spoils, exhibiting at and attending the upcoming Industrial Showcase-Cape is an absolute must," says organiser Johnny Malherbe. "The Industrial Showcase-Cape is the region's longest-running trade show and brings hundreds of businesses and thousands of visitors together under one roof."

But in the internet age are exhibitions still relevant? "Yes," says Malherbe, for a number of important reasons:

- They bring your customers and active prospects to you
- They are a perfect meeting place for pre-qualified prospects
- They allow you to meet your market face to face
- They enable you to demonstrate products, answer questions and overcome any objections immediately
- They allow you to use all five senses to communicate a message
- And they repre-

sent the marketplace bringing suppliers, buyers, purchase influencers, consultants and media together at one time and place.

So if you're serious about gaining market share, exhibitions are an important tool in your marketing mix.

The Industrial Showcase-Cape has a successful track record dating back to the mid-1980s and includes exhibitors covering almost every conceivable product or service in the industrial space.

Average attendances over the years have exceeded 3,000 focused prospects; each one having taken time out of their day to visit the show. Research among those attending indicates that 67% either recommend or have final decision-making authority over industrial purchases in their organisation. Another interesting statistic is that 68% are in management or are owners. However, the visitor profile also includes production, mainte-



Exhibitions remain a great forum for interaction with potential and existing customers. In spite of the advances made with online shopping, the role of face-to-face selling can never be underestimated for industrial products.

nance and factory managers – also great influencers when it comes to choosing specific products or services.

In addition to the static displays there will be a dedicated speakers' area where daily presentations on a host of interesting topics will take place. Exhibitors will have the opportunity to present and more details on the topics will be placed on the industrialexpo.co.za website

after the show.

The demonstration area has also become increasingly popular. It's the perfect zone for machinery demonstrations and for prospects to get hands-on practical experience in the use of a tool or piece of equipment.

The show, encompassing more than 4,200m² of space, attracts exhibitors from a host of industry sectors; and if it's a prod-

uct or service used in industry you'll find it at the Showcase.

"This year's Showcase promises to be bigger than ever with a number of new and innovative exhibitors. If you're thinking of exhibiting now's the time to book your space," says Malherbe. "We will be updating the website on a regular basis to provide more information on what exhibitors and visitors can expect."

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Africa to host the biggest yet conference of global construction industry stakeholders

THE annual African Construction and Totally Concrete Expo will take place at the Sandton Convention Centre, from Tuesday, 12 May to Friday, 15 May 2015. The conference will offer attendees five unique expo experiences, including the African Construction Expo, Totally Concrete Expo, Coatings for Af-

rica, Housing for Africa and African Roads Evolution.

“Together, all five conferences and expos will tell the story of shaping the future of Africa’s cement, concrete and construction industries value chain,” says Soren du Preez, 2015 Programme Director. The African Construc-

tion and Totally Concrete Expo is Africa’s highest profile event for the construction industry - with PPC Cement, AfriSam and Pan Mixers South Africa being just three of

a host of industry sponsors on board. The conference has also secured unprecedented industry support from over 75 media and association partners (including Mas-

ter Builders Association, South African Institute of Architects, Cape Business News, Engineering News and The Star, to name a few.)

Organisers – Hypenica

– say the conference is also known as Africa’s biggest gathering of qualified buyers and sellers for the entire cement, concrete and construction industry value chain. It is set to create a platform for construction stakeholders from across the globe to engage in open dialogue, as well as exchange knowledge,

discuss best practice, construction trends and new innovation case studies from the respective countries present.

The conference is Africa’s first ever three-storey exhibition and has been planned in a unique way that allows delegates to customise their conference experience. Delegates are able to choose sessions they’d like to attend from the three pillars of the conference being the Strategy; Innovation and Case-study and Project update sessions. This affords delegates the opportunity to customise their experience, ensures that they receive the most value for their time and money.

With over 170 speakers present, conference attendees will be spoiled for choice with content as diverse as 3D printing, mega-project development, self-healing concrete, pavement design, enterprise development and investment in infrastructure, within the three pillars of the conference.

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

Adding to the wealth of knowledge-rich sessions, this year sees the induction of the African Construction and Totally Concrete Captains of Construction: Leadership Forum. The forum will be hosted by Max du Preez - Author, Columnist and Documentary Filmmaker from South Africa. The exclusive, invitation-only, African Construction CODESA will be held during the Captains of Construction: Leadership Forum, which will facilitate the necessary communication, negotiation and balancing of plans in the industry, for reasonable costs and successful projects to be achieved.

Hypenica is also very excited to have Toby Shapshak, editor and publisher of Stuff magazine, as a contributor at the conference. Toby’s TED talk session in June 2013 on how Africa is solving real problems for the rest of the world has had over 1-million views. With Toby’s talk showing such a great volume of interest, he is considered an ideal candidate to contribute on African-lead innovation on the African continent.

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

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This is according to Duan Dekker, Marketing Manager at Field Office.

“This has become especially pronounced in businesses that employ sales forces. Increasingly, sales teams need to be connected to the office and a phone call to their office will not suffice when they need access to product information, prices or detailed customer info. They don't have the time to wait for someone to sift through that information and give it to them. They need it on tap whether they are in the office or whether they're out there visiting their customers. The modern sales team needs instant, accurate information at all times and no matter where they are.”

Dekker explains that no matter how “modern” your office equipment is, no matter how much RAM your PC has or how fast your

new ADSL line is, it will mean nothing if there is no sales management system in place to gather, order and make available useful information for management and the sales team.

“It used to be acceptable for sales people to haul loads of paperwork around and then spend at least one day a week on admin. How lucky is the truly modern office that this is now a thing of the past.”

Why is it that sales based businesses need a modern office and why do they need to radically change the way they operate? “Because customers expect instant service and expect sales reps to be fully up to date with information about each individual product, stock levels and all other relevant product information; and because sales managers also expect their sales teams to be accountable to the business and to be in constant communication with them,” Dekker says.

“Thankfully, technology has come to our rescue. It is now possible to harness the power of mobility, to empower both management and sales teams alike with powerful tools to compete in today's demanding environment ... all because of modern sales

management systems such as Honeybee.”

Sales organisations can have much more effective control of a sales force, while empowering that sales force at the same time. They relieve the tedium too because all the ‘grudge’ admin jobs are handled automatically.

The heartbeat of today's office – the modern office – is technology when it is used properly to empower the people attached to that office so that they may work more effectively and easily while providing management all the information it needs.

“Add to this heartbeat an exciting sales-throb because, through this technology, the business itself is able to flourish and grow because everyone is freed up to do what they do best, and everyone can see what is really going at all levels and stages of the sales process,” Dekker concludes.

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Lady luck smiles on GrandWest again

THE big roller in the South African casino industry appears to have regained its winning ways. Recent results from gaming giant Sun International show that the GrandWest casino in Goodwood managed to increase revenue by over 10% to R1,1bn despite an economic environment that is not at all conducive to discretionary spending. But Sun International man-

agement said GrandWest did benefit from increased tourism in Cape Town.

Last year Sun International directors noted that cross-marketing was improving rapidly, and that a shuttle service was being run between the plush Table Bay Hotel and the GrandWest casino. Directors also noted that the company was placing

Continued on P15

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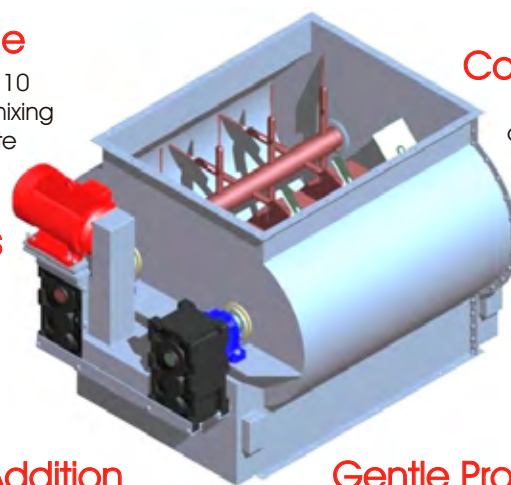
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Business opportunities for the Western Cape in East Africa



DOING business in Africa is an international trend, and one that the Cape business community can, and should, consider. It can be daunting for business people and there are many real and perceived challenges to doing business in Africa. CBN interviewed Jacyntha Twynam, Head of Research at Wesgro to look at the opportunities in East Africa particularly, and what to be mindful of when doing business in the continent.

"East Africa presently offers a huge amount of business opportunities, it has a large – and growing population – and a sizeable economy of about US\$131bn that has grown at a rate of 5% pa," says Twynam.

The region is a net importer that imports

around US\$800bn with a trade deficit of US\$500bn. This indicates a huge trade opportunity for other countries. Countries such as Tanzania and Ethiopia's economies exceed US\$24bn, to put this into perspective, South Africa's economy is sitting at US\$600bn and the Western Cape weighs in at US\$60bn. So although the individual countries economies are not large in themselves, the region is significant as a whole.

With strong road linkages across the different countries, transnational companies tend to look at the EA region as a singular, rather than at the individual countries. This is also true of African transnational companies, based in the likes of South Africa, Kenya and Nigeria.

The Western Cape

already has strong trade-links with EA with over 60% of the province's exports going to EA. These exports are predominantly made up of wine, condiments, fruit juices, manufactured iron and steel products, and Twynam says that these volumes are large, and growing.

There are also strong links between the growth that EA is seeing and the most active sectors in the Western Cape. The Western Cape has very active in construction, machinery, agriculture, technologies and chemicals; these are all sectors that support the EA.

Construction

"Many African countries are still in a growth curve in terms of the economic development and will be

requiring a lot of infrastructure and building," says Twynam.

There are a number of construction projects specifically in Tanzania and Kenya.

"We need to recognise that that is a precursor to opportunities that will be unlocked in the short- to medium-term. In the long-term – with infrastructure projects coming to maturity – many more projects will be unlocked."

As construction continues – and we see a lot of retailers moving into different spaces in Kenya, Tanzania and Ethiopia – those construction projects will need supplies, and that's where the Western Cape can play a very strong role.

Machinery

Machinery, especially agri-processing machinery, is a significant sector.

"We see a lot of trade in agri-processing machinery with the Western Cape exporting into the African continent. It is also surprising to see the volumes of food and beverage preparation machinery that is being exported into that market," remarks Twynam.

The exports also extend to construction machinery including crushers and machinery for washing different types of cements.

Agriculture

Zambia, Tanzania and Kenya are seeing high growth levels in the agricultural sector. There is a lot of interest in agri-processing

and value-adds as a result; and there is a lot of technology driving this sector.

"But the problem is there are a lot of companies in that sector in those countries. Although they have the production capability, there are also significant financing constraints. So although there is a role to play for companies interested in taking this opportunity further, I would recommend proceeding with caution and making sure that you do your homework. A lot of investigation needs to be done first."

Technology

This is a sector that really offers great opportunities for South Africans. Technology is really big in EA and businesses in EA are using technology to fast-track growth in certain sectors. Kenya is leading the charge in this sector.

As an example, it is using a lot of software and IT in its power sector, for both generation and distribution. This is bringing the sector up to international standards and fast-tracking growth.

"This is a space South Africa should be watching."

Chemicals

EA is importing large volumes of chemicals for both the agricultural sector (pesticides, etc.) as well as for construction processes.

Gaps in the market

Twynam says that although there is a growing demand for electrical components in the region, especially for communications, software and IT solutions, available trade data suggests that the Western Cape (and the rest of South Africa in fact) is not equipped to provide the necessary solutions yet.

Textiles and clothing are other areas where the Western Cape is simply not producing the goods to service the growing demand in EA. However, as the consumer market grows in EA and the population with disposable income grows, the larger South African retailers are moving into those markets.

It seems that we can provide the retail support, if not the actual products themselves.

How to enter the EA market

"Be strategic when assessing your method of market entry," says Twynam.

Most South African companies that have a footprint in EA export directly to enter the market, although some have used foreign direct investment to gain entry.

"It's important for companies to assess where they want to be and how they are going to achieve that. Having said that, it is also important to bear the value chain in mind – particularly for EA market. Look into the value chain and ask yourself: how does your company see itself and where would you place your company in those value chains?"

Also remember that local companies setting up in EA also need suppliers. Your company may not find it beneficial to go into EA itself, but it could still be advantageous to feed into the African market through companies that already have a footprint in EA.

Challenges

Doing business in Africa can be daunting for any businessperson. There are many real challenges, but also many perceived dangers that may not be as big a stumbling block as you may imagine. The general rule when approaching any new market is to proceed with caution.

Payment, when doing business with any other country, but perhaps especially across Africa, is a concern. South African companies working in EA say that finding a reputable buyer is imperative. This can be tricky, and it takes time to build relationships with businesses.

In the meantime protecting oneself by using reliable payment methods is the first step, and the second is to be sure you have the correct insurances in place, including credit risk insurance.

"It is really risky for small and medium sized companies if these precautionary measures aren't in place and things go wrong. For instance, what would happen if there was a port strike while you have a container full of perishables waiting to be unloaded?"

In fact infrastruc-

ture is currently an issue in EA. The ports can get extremely congested, coupled with port strikes and rising costs. This infrastructure is currently under construction, so there is an end game.

"If the goods don't arrive on time, buyers may not accept the shipment, leaving the supplier to deal with costly repercussions."

Another key area to investigate is the actual consumer. It is easy to assume that because we are South African, consumers across Africa share our predilections. According to Twynam, this is not the case.

"East Africans have unique requirements and anyone wanting to enter the market must take the time to investigate what consumers want, and how it should be packaged."

It is also key to support local EA businesses in your supply-chain. Buyers want to know where the goods come from and you will be in a much stronger position if you support local businesses.

Lastly, be mindful of cultural differences. Business culture can differ greatly from region to region, different formalities need to be adhered to and it is worth doing your homework before starting negotiations.

Perceived challenges

According to Twynam, the main reason local businesses shy away from doing business in EA is that they don't know what to expect. There is also the perception that the infrastructure is poor to non-existent, making it difficult to move money in these countries and that there is no legal system to enforce contracts.

"That is not the case. There is a lot of movement in those markets. We know infrastructure is being built. We also have our own banks in those countries already. If the environment was that unstable, our big companies would not be moving into these areas."

"Businesses should not be afraid of looking at doing business in EA; but international trade is not the space to be a cowboy."

The key is balance; be aware that all international transactions have an element of risk, do your research and build relationships.

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Lady luck smiles on GrandWest again

Continued from P13

visible “marketing Collateral” to cross-market gaming at GrandWest and the events and entertainment taking place at the Table Bay. Seemingly then these efforts are starting to pay off with the Table Bay reporting revenue growth of 10% driven by 1% increase in occupancy and a 20% growth in food and beverage revenue.

GrandWest’s profits increased 15,2%

GrandWest casino managed to increase revenue by over 10% to R1,1bn despite an economic environment that is not at all conducive to discretionary spending.

to R470m in the six months to end December, thanks to improved cost controls instituted by Sun International’s new executive management team – led by Graeme Stephens. The cost savings effectively offset the 2% increase in gaming levies, which came into effect from September 1 in 2013.

The casino’s trading margin increased 1,8% to 42,6%, which ranks GrandWest as one of the most profitable casinos in South Africa. The performance will be particularly pleasing to rival casino group Tsogo Sun – which recently acquired a 40% stake in the GrandWest casino.

Slightly further afield in the Western Cape, the much smaller Worcester casino churned R73m in profit (slightly ahead of last year) and R10m in profits (also slightly ahead of last year) for Sun International. The Worcester casino, though, operates on a rather slender margin of 13,7% - although this is an improvement on the 12,9% margin the casino operated on in the corresponding interim period in 2013.

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IPPs keen to step in to help mitigate power crisis

SOUTH Africa's Independent Power Producers (IPPs) have rolled up their sleeves and are standing by to work with all stakeholders on measures to help alleviate the current power crisis, says the Chairperson of the South African Independent Power Producers' Association, Sisa Njikelana.

Speaking ahead of the POWER-GEN Africa and DistribuTECH Africa power generation and distribution conferences to be held in Cape Town later this year, Njikelana says, "I sense a lot of keenness among South Africa's IPPs to bring their innovations to the table, and to work with Eskom, municipalities and other stakeholders in mitigating the power challenges." The deepening crisis and its impact on the economy drives the sense of urgency,

continues Njikelana.

"Nobody gloats on the impact load shedding is having on the economy, especially at a time when economic growth has been so low," he says.

He says SAIPPA is conscious of the fact that the government has publicly embraced co-generation, and is encouraged by NERSA's work to develop the Regulatory Framework on Small-Scale Renewable Embedded Generation and the Guidelines on the Electricity Reseller Tariffs.

However, IPPs would like more opportunities to be availed faster, he says. "IPPs are quite agile and given their proven ability to start generating power in a relatively short time, co-generation initiatives could take 12 – 18 months to build. However, there is a level of impatience



among IPPs for the government to move a little faster in addressing constraints and creating an environment in which they can be engaged optimally. IPPs may be small in number, but they could make a really meaningful contribution," he says.

Nigel Blackaby, director of Global Power Conferences and chair of the POWER-GEN Africa conference, agrees. "Power mar-

kets in other parts of the world have greatly benefited by the introduction of IPPs and the efficiencies and additional capacity they deliver, but private developers will first need a suitable framework of policies and regulation."

Njikelana says the immediate capacity IPPs have an opportunity to generate is 800MW through co-generation and about 6,600MW through

other technologies in the short-term. Beyond that is difficult to quantify. Furthermore co-generation and small-scale generation by households and business, as well as raising awareness on energy efficiency will certainly contribute to adding power generation capacity to the national grid.

Awareness is important, he says, since generating more power is not the only measure

that will mitigate the power crisis.

"The focus has been on generating more power, but greater energy efficiency is equally important in improving the situation."

Njikelana points out that a significant reduction in power consumption could be achieved if everyone – particularly industrial consumers – made an effort to become more energy efficient.

"We've just been talking about adding capacity, but energy efficiency is also critical. This entails not only the reduction of consumption. It needs to be far broader, where people optimise the utilisation of existing resources."

The role of Independent Power Producers in South Africa will be among the issues under discussion at the upcoming POWER-GEN Africa and Distrib-

uTECH Africa Conference and expo to be held at the Cape Town International Conference Centre from 15 – 17 July this year.

The 3rd POWER-GEN Africa and DistribuTECH Africa, organised by PennWell Corporation will provide comprehensive coverage of the power needs, resources and issues facing the electricity generation industries across sub-Saharan Africa. POWER-GEN Africa focusing on all aspects of the conventional and renewable power generation industry and DistribuTECH Africa focusing on transmission and distribution sectors within sub-Saharan Africa, the events will bring together the world's leading power equipment suppliers along with companies developing power infrastructure in Africa.

GBCSA calls for energy efficiency ahead of higher electricity costs

GREATER energy efficiency is now crucial for both business and ordinary citizens, the Green Building Council of South Africa (GBCSA) today warned in the face of further electricity hikes, which have been proposed in the 2015 Budget.

"In his Budget speech, Finance Minister Nhlamhla Nene not only announced an increase in the electricity levy, but more importantly indicated that, in order to stabilise its financial position, ESKOM will apply to NERSA for adjustments towards cost-reflective tariffs," says Brian Wilkinson, Chief Executive of the GBCSA.

"We all know that with the increased dependency on the peaking plants to handle the pressures on the grid, ESKOM's cost of generation has skyrocketed. The minis-

ter's indication is, we believe, a clear sign that we will shortly see a very significant increase in the cost of electricity. This is really bad news for both business and ordinary South Africans," he warns.

However, Wilkinson says the electricity crisis is an opportunity, as it illustrates now more than ever before of the crucial need for going green and greater energy efficiency. By doing so both business and consumers will cut down on electricity costs, which will help mitigate the impact of the electricity crisis.

"It is also an opportunity to do good. One of the coolest things about the whole Green Building Movement is the aspect of doing well, by doing good," adds Wilkinson.

"Given the inevitability of significantly increased electric-



Seana Nkhahle, Chairman of the GBCSA.

ity costs, this argument becomes even more applicable. The average green office building saves 34% in electricity consumption compared to a standard building. In other words, in buildings that have not yet invested in going green and energy efficiency,

tenants in these buildings could effectively be paying 34% more for their electricity," he explained.

Wilkinson suggests that there has never been a better time for property owners, and tenants, to seriously evaluate how energy efficient their

properties are.

"It's such an opportunity time – investment in off-grid or co-generation is really starting to take hold as such projects increase their commercial value in the face of the electricity crisis."

"The GBCSA itself is a tenant in a build-

ing that supplies 60% of its energy needs through photo-voltaic panels on the building's roof. The owners had expected a four year payback (about 25% ROI), but with a steeply rising electricity tariff the payback period will probably reduce substantially," he adds.

While the GBCSA has warned about the electricity hikes set to come as a result of proposals in the 2015 Budget, it has welcomed other tax measures announced to promote energy efficiency. These include the increase in the energy efficiency savings incentive, consideration for accelerated depreciation for photovoltaic solar renewable energy, and the extension of incentives to cogeneration projects.

Seana Nkhahle, Chairman of the

GBCSA, believes these tax measures to promote energy efficiency in South Africa is good news.

"The proposal to more than double the current energy efficiency savings incentive, from 45c/kWh to 95c/kWh is an excellent move. We are sure this will help spur both industry and other sectors to embrace more energy savings innovations and benefit from the incentive."

Nkhahle adds, "The proposal to extend this incentive to cogeneration projects as well as the National Treasury's plan to give consideration to enhancing the accelerated depreciation for solar photovoltaic renewable energy, are also moves in the right direction. However, we keenly await more details on these proposed tax incentives to promote energy efficiency."

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Atlas Copco QAS 500 Generator for standby power

“ATLAS Plant Hire has been supporting Atlas Copco South Africa for the past 20 years by providing our customers with a quality service that surpasses their expectations,” says David Stanford, Atlas Copco Construction Technique’s Business Line Manager for Portable Energy.

In December 2014, APH placed an order with Atlas Copco Construction Technique, a business area within the giant Atlas Copco Group, for two off QAS 500 Kva Prime 400 Volts 50 Hertz diesel-driven generators to provide critical standby power for various mining applications. Atlas Copco’s QAS on-site generators are intelligent ‘multi-taskers’ that efficiently deliver power to operate

a wide range of electrical equipment in a variety of applications. Their rugged design ensures optimum reliability even in the most adverse environmental conditions for maximum uptime. These economical units offer a low total cost of operation and ownership and a high resale value.

“With almost 20 years’ experience in the compressed air and generator game, we have seen a discernible increase in demand from customers for energy saving solutions which has been amplified by the recent energy crisis that is tightening its grips on South Africa,” states Atlas Plant Hire’s Operations Director, Rowan Hart. “As the focus shifts to alternative solutions, we

are ideally positioned to supply Atlas Copco generators with confidence because of Atlas Copco’s reliability, superior quality supported by constantly improving service.” Stanford explains that because APH has been dealing with Atlas Copco for so many years, no operator training was necessary on the QAS generator. “We offer continual support, guidance and training with excellent back up to APH,” continues Stanford adding that “Atlas Copco is always hands on; once the installation is done, an Atlas Copco specialist will go to site to inspect that everything was done correctly for warranty purposes and to ensure that the client is satisfied.”

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Marco da Silva, Managing Director of Jasco Power Solutions.

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“We can assist organisations in industrial and commercial sectors to build, install and maintain generator sets that meet mission critical, emergency and recreational requirements,” da Silva notes.

“High quality components come with international warranties and approvals, and we can offer our clients a variety of options to suit needs and budgets.”

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Designing safe retaining walls with Terrasafe

LAST year saw a productive and successful year for Terraforce, with very exciting growth on both the local, and international front. Another highlight has been the fantastic interest shown for our design service, Terrasafe, with more and more professionals making use of the specialist input of our trusted and experienced engineer," says the company.

Terrasafe provides engineering, management, and specialist technical service to us-

ers of any Terraforce products, aiming to set industry standards and make a significant contribution to safe retaining wall design throughout South Africa and the world. So who is using it?

The new International Convention Centre and five star resort, eZulwini, Swaziland

At this prominent R500m project in Swaziland, the Terraforce walls were designed as terraces, with the first level being 2m,

followed by 4m steps up to a total height of 18m. The first terrace is being constructed with reinforced concrete infill at 85° and the 4m steps thereafter, at 80° with reinforced concrete infill. Double skin walls are also utilised at specific places, for additional strength. Geogrid reinforcing to the backfill is specified at intervals.

The concrete infill contains seedling bags with compost to allow for plant growth to take hold and soften the retaining walls once completed. The blocks contain red oxide that will allow them to blend into the surrounding landscape, an effect that will be enhanced with plant cover and other influences that occur over time.

Phase 1 will see construction of the north walls up to 18m in height and 160m long at the Five Star Hotel to be completed in January 2015, while



the southeast walls will reach up to 9m in height and 300m in length at the International Convention Centre, to be completed in March 2015.

Sasol Garage Complex, Mthatha, Eastern Cape

This particular site had a relatively new gabion wall installed that had collapsed and damaged the concrete

columns supporting the building overhanging a steep embankment. The client requested an alternative design and out of a few options, settled for the Terraforce system. The Terraforce walls were designed at 80° for better slope stability and to simplify construction due to the limited headspace under the structure. About two thirds of the wall is constructed with

a double skin of blocks, partially filled with reinforced concrete and tied into the backfill at regular intervals with geo-grid for extra reinforcement.

Thaba Moshate hotel and casino in, Burgersfort, Mpumalanga

The Thaba Moshate Hotel Casino and Convention Resort is located within the Greater Tubatse Mu-

nicipality and will boast an impressive 6,295m² entertainment complex worth a committed R324m investment for the Limpopo Province. Facilities include an 80-room hotel, 148 seater restaurant and 130 seater venue for conference style functions. Thaba Moshate is also set to host 150 slot machines and eight gaming tables, a show and service bar, child care facilities, landscaped gardens and impressive pool and Boma amenities.

Terraforce rock-face walls are in the process of being installed around the swimming pool area and along embankments on the property. Two rows of cheaper grey blocks are used below ground level, followed by a row of smooth, flat face blocks (to facilitate a neat finish where paving meets this level) and then continued with rock-face blocks in Kalahari colour.



L13, L18, L22



Terrafix



Terracrete



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L11, L12, L15, L16

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Western Cape schools going green with wise use of boreholes

THINGS are looking greener at a number of Western Cape schools that have been irrigating their sports fields and green areas with borehole water rather than drawing from the treated municipal water supply.

The Cape Town office of engineering consultants, SRK Consulting, has been involved in a provincial Department of Transport and Public Works programme to supply and monitor usage of groundwater for new and upgraded schools.

Over 30 schools have been provided with boreholes as part of this programme over the past three years, according to SRK principal hydrogeologist Leon Groenewald, saving 130,000 m³/a of water that would have had to come from municipal supplies.

"This helps take pressure off the supply of potable water, which of course also needs to go through a costly treatment process before being reticulated to con-



Drilling a borehole in a confined space was one of the challenges SRK overcame in this project.

sumers and industry," said Groenewald. "It is much more cost-effective to use borehole water – rather than treated water – for irrigation, making it affordable for schools to create and sustain grassed sports fields and attractive green areas."

SRK has also been monitoring the bore-

holes, ensuring sustainable levels of pumping to avoid depletion. This is done by placing data loggers in the borehole itself to record water levels on an hourly basis, as well as total flow meters in the delivery line to record the volume of water being pumped.

"Our monitoring over

the past couple of years has shown that more water was abstracted than was planned, but this was probably not surprising as many of the schools were starting their green areas from scratch and this required additional water," said Groenewald. Fortunately, the aquifers are behaving as

predicted with no signs of depletion.

Before the boreholes were drilled, SRK conducted a hydro census and a detailed geophysical survey so that the yield of the boreholes can be assessed and the optimum drill target determined.

"This process gives the architects and planners the information they need, to plan fields and green areas according to the amount of groundwater available for irrigation," he said.

The data gathered by the monitoring is fed back to each school's maintenance contractor to inform their water usage activities.

Groundwater is an increasingly important resource as South Africa's economic growth starts to put a strain on its limited surface water supplies; underground aquifers therefore need to be carefully managed so their natural replenishment can keep up with borehole extraction levels.

Ebro data loggers monitor temperature or humidity in cold storage and transport

IDEAL for food, chemical and pharmaceutical industries' warehouse, cold storage and transport applications, Instron offers the German quality, yet cost effective Ebro data loggers types EBI-20 T to record temperatures and the EBI-

20 TH unit to record temperature and humidity.

These compact 69 x 48 x 22mm waterproof loggers in a rugged ABS housing with an integrated Pt 1000 sensor and an easy-to-read LCD display can record temperatures in ranges from -30 to

+60°C with a resolution of 0,8°C. The measuring intervals are freely programmable, via PC software, from 1 minute up to 24 hours and the memory capacity accepts up to 8,000 measurements. The 3V Lithium battery is quick to change and has

an average operating life of approximately 2 years.

The EBI-20 TH version has the same features as the temperature model EBI – 20 T and can record humidity in the range from 0 – 100% RH with a resolution of 0.1% RH. For evaluat-

ing the measured data on a PC, Instron can supply an interface with the Ebro Winlog evaluation software to allow the stored data to be downloaded and the course of temperature and humidity to be viewed as curves and tables.

Control designed for you

IT has been over 30 years since the HVAC market was transformed with the introduction of the world's first air conditioning system with variable refrigerant control, based on the Variable Refrigerant Volume (VRV) technology pioneered by Daikin. The launch of Daikin's latest VRVIV solution has raised the bar yet again for HVAC systems, offering improved comfort and efficiency.

VRV, or Variable Refrigerant Flow (VRF) technology as it is known more generally within the industry, varies the refrigerant volume within the system to match the building's precise requirements at any moment. Only the minimum level of energy is required to ensure that each area maintains its set temperature, thus saving energy costs and reducing carbon emissions.

Daikin's new VRVIV system demonstrates how next generation systems can deliver energy efficiency through the possible integration of both cooling and heating simultaneously with ventilation, as well as hot water storage for washrooms and kitchens – while offering even greater flexibility to meet a wide range of applications and user requirements. VRV technology can now manage up to 70% of a building's energy consumption (in the case of a hotel for example) – offering large potential cost savings compared to separate systems.

Using heat recovery technology, the newest systems can recover "free" heat from areas requiring cooling such as offices and server rooms, using it to heat other areas and provide hot water or supply heat to other applications such as over-door air curtains. Re-using wasted energy in this way can provide a Coefficient of Performance (COP) of up to ten – meaning that for each kilowatt of electricity uses, up to 10KW of heating or cooling capacity is provided.

Simultaneously cooling spaces while heating others, Daikin VRVIV Heat Recovery system allow multiple climate control systems to be integrated to address local needs or in buildings where extreme variations in temperature may exist such as hospitals and laboratories or where occupancy patterns vary significantly.

The integration of a VRV system with the latest intelligent control systems can increase energy efficiency even more. Daikin's iTouch

Manager Smart controls can also monitor energy consumption across a range of equipment, including air conditioning, to pinpoint areas of a building where the most energy savings can be made.

Variable Refrigerant Temperature for optimum seasonal efficiency: An industry

first, the VRT Technology incorporated into Daikin's VRVIV system automatically adjusts the VRV system to match individual building and climate needs. Preset modes allow users to choose the required balance between comfort and efficiency.

The VRT intuitively

adjusts refrigerant temperatures to match the actual temperature and capacity needed at all times. This also drastically reduces operational running costs: the new VRT technology has the potential to increase seasonal efficiency by up to 28% compared to previous VRV systems.



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Smart equipment when facing HVAC challenges

By Neil Cameron, Area General Manager, Johnson Controls Building Efficiency Africa

WITH greater energy efficiency topping the wish list of facility and energy management executives globally, four cross-industry tech trends are having a transformative impact on building systems: visualisation, Machine2Machine (M2M) communication, mobility tools and analytics. They add up to smart systems that give facility managers greater control and efficiency,

taking them a step closer to their objectives by enabling them to drive dynamic improvements in building performance.

The prospect of smart equipment preventing problems and addressing the chronic issues that plague building operators has caught the attention of building owners and facility managers. In a recent Johnson Controls survey 'Where Can Smart

Equipment Technology Reduce the Headaches?' 70% of respondents rated the ability to predict and diagnose problems and provide or propose solutions as a game changer.

Visualisation, M2M communication, mobility tools and analytics enable connected buildings to work seamlessly with how facilities are managed today. Visualisation tools – like graphical

dashboards that automatically aggregate and update data – drives insight and, consequently, improvements in building performance. M2M communication enhances facilities professionals' ability to manage, while mobility tools help facility managers stay connected and analytics turn building data into actionable information. These advances are captured and leveraged in a new generation of building automation systems, smart equipment, and cloud-based technologies.

Today, advanced BAS serve as the command and control centre for facilities, incorporating



Neil Cameron, Area General Manager, Johnson Controls Building Efficiency Africa

not only controls for HVAC equipment from a variety of manufacturers, but con-

necting to the lighting, security, fire and other systems. In essence, it's allowing building man-

agers to manage their facilities rather than the individual systems. This power comes from the advancements within individual complex systems, as much as their ability to now share data and 'talk' to one another.

The ability of new systems to predict and diagnose problems, and provide or propose solutions addresses a number of pain points common during installation, commissioning and operation of this equipment – specifically in terms of managing performance over time and maintenance

Continued on P26



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If it heats or cools, Careful Carriers will move it

CAREFUL Carriers is a specialised logistics company that offers dedicated service to manufacturers of fragile, high-value goods with a large footprint in the refrigeration, HVAC, medical equipment and aviation industries. The company offers 3PL logistics (collection, transport, warehousing, delivery and on-site positioning) from point of manufacture via its warehouses located in Johannesburg, Cape Town, Durban and Windhoek. It

also offers managed medium- to long-term warehousing for finished goods in transit.

Moving refrigeration units and air conditioning plants is one of the specialised jobs that Careful Carriers has carved a niche in the market for.

The company sports a fleet of over 100 specialised medium- and long-haul vehicles. These vehicles are specially tailored to offer a softer ride and handling for goods that would otherwise be damaged

in transit by non-specialised trucks. Careful Carriers drivers and site teams are also specially trained to handle these fragile goods.

Careful Carriers Managing Director Johan Claassens states, "We moved everything from spare parts through to refrigeration cabinets, bottle coolers to abnormal rooftop air-conditioning plants. If it cools or heats we're the ones to transport it."

"We pride ourselves on our care and atten-

tion to delivering our customers' equipment in the same condition which we collected them from the factory door. We work hard on every shipment to earn our name," assures Claassens.

"Due to the unique adaptation of our vehicle length and volume capacity to meet the specific dimensions of refrigeration cabinets and coolers (which are still manufactured according to Imperial 6, 8 and 12 foot dimensions) and a load capacity of up to 150m³ we can provide extremely economical shipping rates.

This means that manufacturers rely on us to provide them with the means to offer their customers competitive freight costs for nationwide or into-Africa shipments."

This is just one element of the grasp that Claassens' team have on the refrigeration industry, which has differentiated the company and firmly entrenched it in the Cape Business landscape over the past 30 years.

"Our customers, many of whom have worked with Careful Carriers for 30 years (since we started) are more like partners than clients. We believe that they have continued to work with us because we take their business needs seriously and work our fleet, services and offering around the needs of their businesses."

Claassens says that the company is seeing a huge growth market going into other African countries and the company is growing into these markets.

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Johnson Controls and Hitachi sign definitive agreement to form global HVAC joint venture

JOHNSON Controls, Hitachi, Ltd. and Hitachi Appliances, Inc. recently entered into a definitive agreement for their global joint venture while at the World Economic Forum in Davos. The new Johnson Controls-Hitachi joint venture will allow both companies to deliver the most diverse technology portfolio in the heating, ventilation, air conditioning and refrigeration industry.

Through the agreement, Johnson Controls will obtain a 60% ownership stake in Hitachi Appliances' more than ¥300bn sales (approximately \$2.6bn) global air conditioning business, excluding sales and service operations in Japan. The Johnson Controls-Hitachi joint venture will bring customers a full range of air conditioning products, including world-class variable refrigerant flow (VRF) technology, leading-edge inverter technology based room air conditioners and absorption chillers – on top of existing Johnson Controls products that meet global customer demands. With approximately 13,800 employees and 24 manufacturing plants, the joint venture will build on both organisations' technology, research and de-

velopment leadership, as well as their expanding marketing channels. The transaction is expected to close later this year, subject to regulatory approvals and satisfaction of other customary conditions.

"For Johnson Controls, this partnership reflects our strategic commitment to our buildings business as a growth platform," said Alex Molinaroli, chairman and chief executive officer, Johnson Controls. "The joint venture will propel us forward with superior products, enabling Johnson Controls to deliver the most diverse technology portfolio in the industry to meet customer demands across the changing marketplace."

The Johnson Controls-Hitachi joint venture management team will be led by Franz Cerwinka, chief executive officer. He has been with Johnson Controls for almost 20 years, having spent four years in Japan as vice president of finance for the Johnson Controls automotive business, including experience with more than 10 joint ventures. Johnson Controls is a global multi-industrial company with 130 years of history in supplying heating, ventilation, air-conditioning, building controls, refrigeration and security

systems for buildings. Through its Building Efficiency business, the company delivers solutions that increase energy efficiency and lower operating costs for over a million customers who are served through nearly 700 offices in more than 150 countries.

"The worldwide HVAC market is continuing to grow steadily, and the demand for energy efficient air conditioning systems with state-of-the-art technologies is expanding. As air conditioning systems are a key building block for building solutions, we believe this partnership will allow Hitachi

and Johnson Controls to deliver the best solutions for our customers. Furthermore, in addition to air conditioning systems, we will be able to provide other building solutions that will enhance efficiencies throughout buildings, as well as surrounding areas," said Hiroaki Nakanishi, Chairman and CEO of Hitachi.

A global home appliances and air conditioning solutions provider, Hitachi Appliances, a wholly owned subsidiary of leading global electronics and infrastructure solutions provider Hitachi, supplies high quality, efficient and reliable



air conditioning solutions across the globe, from residential room air conditioners to variable refrigerant flow

systems, and other air conditioning equipment for commercial and industrial use. Hitachi Appliances

will continue to provide Hitachi branded HVAC products in the Japanese market after this transaction.

New-generation, high-performance thermal imaging cameras

THE Comtest Group, Fluke's authorised Test and Measurement Distributor for South and southern Africa, has announced the release of a trio of new Fluke high-definition, industrial-performance digital cameras, the Ti400, Ti300 and Ti200.

Equipped with LaserSharp Auto Focus, while not new technology, Fluke has taken it a step further – guaranteeing perfectly focused images, every time. Users of infrared camera technology, rate focus as the single most important factor when conducting an infrared inspection. Without an in-focus image, temperature measurements are not accurate and problems could be overlooked. LaserSharp auto focus technology on these Fluke IR cameras, indicates exactly where the focal point is by using a laser to calculate the distance to the tar-



get, before it focuses. It simply requires that the user places a red laser dot on the equipment to be inspected, the trigger is then pulled and released, delivering a perfectly focused image.

Wireless measurement capture

The Ti 400 range features wireless connectivity enabling the cameras to connect with other wireless devices. Free firmware allows for the capture of up to five additional

Continued on P31



REFRIGERATED TRUCKING SOLUTIONS

The vast Thermo King service network in combination with the mobile service units enables continuous support to clients, providing efficient transport temperature control systems for a variety of mobile applications, including trailer and truck bodies.

PROJECT MANAGEMENT & FACILITY DESIGN

GEA Project Solutions is the project management division of GEA Refrigeration Africa and provides a seamless business solution to clients. In partnership with our clients and vendors we develop, implement and manage developments from conceptualisation through to completion.

REFRIGERATION DESIGN & INSTALLATION

Refrigeration system design and installation is carried out by an experienced team of design engineers. These systems are based on a strong combination of local and international in-house R&D and the vast experience gained by having operated in South Africa for over 50 years.

SYSTEM & COMPONENT MAINTENANCE

GEA Refrigeration Africa has 11 branches throughout the African continent, each geared towards providing comprehensive and efficient service and support to both freon and ammonia industrial and semi industrial refrigeration systems.

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Fast, accurate analysis with SKF static motor analyser series



THE Baker DX Static Motor Analyser series from SKF South Africa offers industrial motor maintenance, motor service and OEM manufacturing facilities fast and accurate motor and generator analysis.

Designed for use in motor test/maintenance, industrial, and OEM motor manufacturing environments, the instruments assist users with efficiently and accurately identifying potential problems with motors and generators to prevent breakdowns

to avoid costly production downtime.

The Baker DX series provides the most expansive functionality in comparison to any other surge test instrument currently available on the market. The analyser can perform motor tests from 4 to 40kV (with an optional Power Pack,) and can be configured with just the test functions customers wish to have.

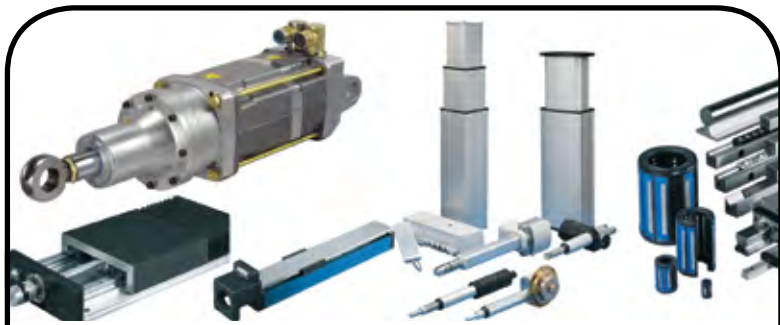
These instruments which replace the previous-generation Baker D- and ST-series surge

test analysers, include low-voltage inductance, impedance, phase angle and capacitance, coil, and DC step voltage tests in a smaller, lighter-weight portable unit. Like their predecessors, these analysers also conduct winding resistance, meg-ohm, DC HiPot, surge tests and DC bar-to-bar armature tests.

The analysers are available in 4kV, 6kV, 6kV HO (high output,) 12kV, and 12kV HO versions. A wide array of configuration options

and accessories including coil test, resistance-inductance-capacitance test, DC armature test, simple meg-ohm test, and either single- or three-lead configurations are available to meet specific application requirements.

All units are supplied with a more intuitive, easy-to-navigate touch screen graphical user interface, and can be ordered in an array of configurations that suit individual customer needs.



SKF Linear Motion Solutions

Linear motion products from SKF combine the knowledge and efforts of linear drive systems (ball and roller screws) and linear guides and tables. Linear drive systems typically use screws to transfer rotary into linear movements. This requirement is well achieved by our high efficiency driving products: miniature and large rolled ball screws, ground ball screws as well as different variations of roller screws.

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Latest addition to the Hengstler ACURO-Drive absolute encoder series

THE newest addition to the Hengstler ACURO-Drive absolute encoder series has been developed specifically for integration in servo motors. The AD58DQ is an encoder designed for long-life operation in harsh environments where it is exposed to powerful vibrations, harsh shocks and high mechanical loads, but it is also an encoder that can continue to work with high precision in spite of these conditions.

The AD58 multi-turn absolute encoder from Hengstler is an optical encoder with a multi-turn gear and optical scanning. The mechanical concept is based on a shaft assembly mounted in dual ball-bearings with a flexible torque support. As a result, these encoders are suitable for incorporating in BLDC servo motors



An example of the ACURO absolute encoder series from Hengstler, distributed locally by Countapulse Controls.

and such demanding applications as CNC, precision positioning and high-resolution printing. The encoder is available with resolutions of up to 22 bits single-turn and 12 bits multi-turn.

"The AD58DQ is the first of its kind with the popular DRIVE-CLiQ interface," Gerry Bryant, Countapulse Controls, Managing

Director, says. Countapulse Controls is the leading southern African supplier of sensing, measurement, counting, switching, monitoring and positioning instrumentation.

The AD58DQ is an encoder designed for integration into servo motors in single and multi turn versions. It is equipped with the

DRIVE-CLiQ interface of the SINAMICS/SINUMERIC drive family from Siemens. One of the most beneficial functions of the DRIVE-CLiQ is the simplified commissioning and automated configuration of components in the overall system.

Noise sensitive adapter boxes and tedious configuration work are eliminated with the AD58DQ. An integral encoder temperature sensor is used to monitor encoder temperature. In addition, the AD58DQ has a separate connection for a KTY motor winding temperature sensor, bringing the motor winding temperature directly into the encoder, where this data can be supplied to the system via the DRIVE-CLiQ.

This guarantees reliable function and increased availability of the engine at high winding temperatures, while eliminating the need to run two extra conductors. Another highlight of the AD58DQ is that it meets the requirements of SIL 2/ PL d/ Category 3 and, in conjunction with SINAMICS/SINUMERIC, it also meets the requirements of safety integrated drive systems.

The AD58DQ incorporates the following features:

- High precision ACURO drive technology
- DRIVE-CLiQ interface
- Simplified certification of the overall system
- Resolution up to 24 bit single + 12 bit multi turn
- Optical encoder with gear-based multi turn
- Motor temperature sensor input
- Encoder temperature monitoring
- Simple and fast installation
- Compact and robust design

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The state of pneumatic connection technology in 2015

FESTO South Africa's Business Development Manager, Russell Schwulst, discusses the current trends in fittings and tubing.

Connection technology plays a pivotal role in pneumatic factory automation. As with any other technology, it has evolved and adapted to become more functional and modular. Here are some of the trends (good and bad) that we've noticed in recent times.

In South Africa, we are seeing an influx of low cost fitting and tubing products. Cheaper doesn't often mean better, however, and these grey market products are having a detrimental impact on pneumatic systems due to leaks and shorter lifespans. Since no production line can

afford to be idle, quality materials need to be selected and utilised. Fittings and tubing remain major components at the heart of events, and should be considered and treated as important as any other module.

Factories have realised that not all tubing is created equally. As such, the suitability of tubing for use in a specific environment is largely dependent on the material. Characteristics, such as flexibility, temperature and media resistance, are all affected by the material used. This is why the proper tubing needs to be selected for the appropriate condition and application. An application that uses UV radiation, for example, will require a different tubing to one that oper-

ates within an environment where coolants are. Fortunately, since modularity and variety are possible, individual solutions can be tailored to requirements.

Not only are businesses realising that fittings and tubing need to be specific to environment and application, but industry standards, testing and regulations are also ensuring they remain top of mind.

Apart from guaranteeing the correct material is being selected and utilised, there is a health and safety element, too. In a heat-intensive environment, for example, the incorrect fitting and tubing combination or perhaps even the use of inferior product could cause a pipe to burst or come loose resulting in an injury to

an operator.

In the midst of the current national power crisis, energy-saving is vital. Load shedding is becoming inevitable and factories need to maximise the efficiency of the production line before the lights go out and the expensive generators kick in. Leakage and breaks have a negative impact on operational costs as well as energy-efficiency, because they slow down the rate of production.

By using quality equipment in the correct application, a business can lower operational costs, and cause less strain on the already constricted power grids. This will also have an overall positive impact on the factory's maintenance budget and our environment.

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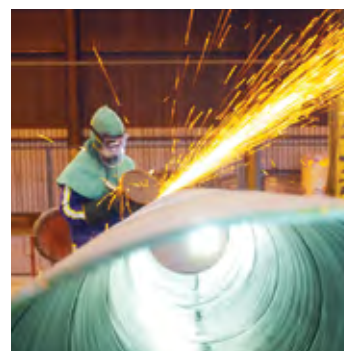
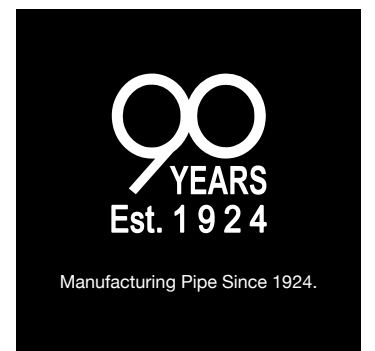
factory and process automation – from individual products to ready-to-install solutions. Innovation for the best possible productivity of our customers, a global presence and close,

long-term partnerships with our customers are the hallmarks of Festo. Festo has 16,200 staff worldwide in 61 national companies. Festo's turnover for 2012 was 2.2bn euros.

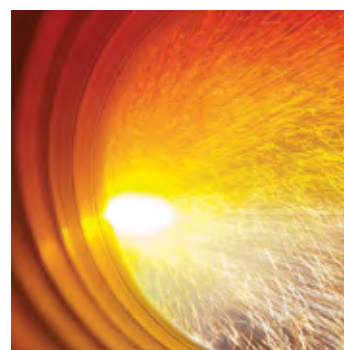


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Compact vortex flowmeter for low viscosity liquids

KOBOLD Instrumentation, represented in South Africa by Instrotech – a Comtest Group company, is offering the compact KOBOLD Vortex flow meter Model DVZ, used for measuring and monitoring smaller and medium-sized flow of low viscosity, water-like liquids in pipes.

The device works using the vortex principle, making it virtually maintenance-free, according to the company. This involves the installation of a sharp-edged object (the vortex generator) in the flow duct.

Vortices are cre-



ated behind the object whose frequency is proportional to the velocity of flow of the liquid. The flow volume can be determined with a high degree of accuracy by

measuring the vortex frequency. The result is a very high linearity over the whole measuring range (0.5-4.5...10-100l/min) with an accuracy of $\pm 2.5\%$ of full

scale.

The device can be fitted with switching, frequency or analogue outputs. There is also an optional compact electronics package that includes a digital display, and both a switching and analogue output. Dosing and metering electronics are currently being developed.

THE KOBOLD DVZ vortex flow meter can be used in the following areas:

- Monitoring the flow of low viscosity liquids
- Measuring of aggressive, high-purity or salty solutions.

City welcomes robotic Crawler to monitor its pipelines

THE City will soon take delivery of a robotic device to help monitor its water and sanitation infrastructure. This new system will not only save the City thousands of rands in repairs, but will also improve service delivery.

Within the next two months, the City of Cape Town's Water and Sanitation Department will begin using a closed-circuit television (CCTV) pipeline inspection system. This system includes a robotic car known as the Crawler, which is designed to identify cracks, leaks and obstructions inside a pipeline.

Fitted with an on-board camera, the Crawler is remotely controlled by an operator. The device is suspended into a sewer manhole and is placed on an invert level (i.e. the floor level.) It is

then possible to either inspect or survey upstream or downstream. The operator drives the Crawler down the pipe and records all events and obstructions such as cracks, breakages, joint displacements and faults.

The remaining components of the CCTV pipeline inspection system are fitted into a van that contains a computer. The computer uses specialised software designed to capture and grade the pipeline damage based on the events and obstructions recorded therein. This system is most commonly used in pipelines ranging in diameter from 150mm – 400mm.

"This is yet another example of how the City is using technology and innovation to improve the lives of its residents. The Crawler can identify a pipe that has fat build-

up. If undetected, these build-ups may cause blockages and eventually lead to sewer spills in the road or walkways, which is not only unpleasant, but also affects services."

"With this technology, we can identify problems before they occur. For example, if a pipe has a longitudinal crack, chances are the pipe will collapse, given the flow rate and flow capacity. So, as a result, the inspection prevents incidents before they occur. Maintenance teams are now able to execute a pipe replacement or repair, thereby saving the cost of a collapsed pipe and the damage it causes," said the City's Mayoral Committee Member for Utility Services, Councillor Ernest Sonnenberg.

The CCTV pipeline inspection system also saves money by pick-

ing up tree root ingress into the pipeline. What starts off as minor root ingress can eventually cause blockages and obstruct water flow after a few months as the roots grow. The Crawler is now able to identify these problems in advance so that they can be dealt with before any serious damage is done.

'Up until now, the City has been utilising this technology on an outsourced basis, but will now purchase four CCTV pipeline inspection systems of its own at a cost of R2,4m each. The City's sewer network comprises in excess of 9,500km of underground pipework. Sewer blockages and collapses can cause major problems and lead to insurance claims, costly repairs to structures other than pipes, as well as reinstatement costs.'

SPECIAL FEATURE: 2015 GRAPE HARVEST



The SA wine grape harvest kicked off almost two weeks earlier than usual. [Credit: Peartree Photography.]

Harvesting opportunities in the Western Cape

THIS month sees the Cape wineries and grape farmers bringing in the 2015 harvest. It is a hard, yet exciting time for the region's farmers and vintners and always prompts curiosity from the general population. But behind the wine and fruit sector is a much wider economy that feeds into, and off of, the annual harvest. Cape Business News spoke to some of the businesses that support the sector to see how much local and national players are affected by a good or a bad harvest.

So how is the harvest going? CBN spoke to Boela Gerber, Groot Constantia's winemaker who said that work started between seven and ten days earlier this year due to the warm, dry weather.

"The morale is fantastic. Harvesting is hard work but a lot of fun. Our guys are having a good time laughing and chatting. We use a lot of manual labour - with the high unemployment rates we try not to mechanise our

labour."

"This year's harvest is looking very healthy, with beautiful mountain-ripe fruit. It was definitely a dryer year this year. As a result of the early harvest, we have finished harvesting all the white wines. The sparkling wine, semillon, chardonnay, sauvignon blanc as well as the pinotage are all in the winery."

So far, Gerber says that they have managed to harvest around the same amount of grapes as last year, which was a bumper year for the wine industry.

"We sell 40% locally and export 60%. Our main export market is Germany, although the US has been showing a lot of potential in the last few years. Northern Europe is also really good to us."

Creation Wines from Hermanus concurred saying, "Our first Chardonnay came in on 6 February, 10 days earlier than normal. This is due to early bud burst; we will still be picking around 120 days

after flowering if this weather holds."

Creation goes on to say that its yields are higher this year than last, "With some yields lower in 2014 due to strict quality control, this year should see yields returning to normal levels. However we do use green harvesting to keep yields in check."

Both Creation and Groot Constantia have had to deal with some very real challenges this year, with Groot Constantia losing some vineyards to huge Cape fires that tore through the Cape Peninsula, and Creation wines having to compensate for the power outages that have plagued South Africa.

"We purchased a large diesel generator for the 2009 vintage due to load shedding back then, and although we hadn't anticipated or budgeted for this purchase it has been an excellent investment - it can power the entire operation. We also purify our own water so we are pretty self-sufficient," says the Creation Wines

team.

From a wider perspective grape volumes to date have been considerably higher year on year. There was an early spike in the peak volumes due to a combined factor of new variety plantings and excellent weather. Volumes however are expected to drop off from now with the Hexriver still going strong, but other regions tapering off. The final volume is expected to be slightly higher than last year however the experts are not willing to commit to this due to this season being a bit different to usual.

When talking about the harvest, it is easy to focus entirely on the picking and pressing of the grapes, but this single annual event has a ripple effect on other sectors of the Cape business community including packaging for various stages of production and the various grape products, import and export services, logistics, cold storage and ma-

Continued on P25

SA wine grape harvest half way

THE South African wine industry has harvested more than half of what is expected to be a very promising 2015 wine grape crop.

According to regional viticulturists of VinPro - the representative organisation for close to 3,500 wine grape producers and cellars - the harvest kicked off two weeks earlier than normal.

"This was the earliest harvest in decades, partially due to a warmer than usual August, followed by a hot, dry and very windy summer, which required additional irrigation. However, ideal, dry conditions during harvest time ensured healthy grapes with minimal occurrence of disease or rot," said Francois Viljoen, manager of VinPro's Consultation Service.

By mid-February cellars in most regions had already received Chenin Blanc, Pinotage and Chardonnay, with Sauvignon Blanc gradually ripening and Merlot being harvested in the following two weeks.

A large tonnage of wine grapes was harvested over a short time period in Stellenbosch, placing pressure on cellar space at some cellars; however cooler weather in February brought relief as ripening slowed down somewhat. Although the Little Karoo started harvesting even more than two weeks earlier than normal in some areas, only 15% of the total expected crop has been harvested up to date, as this region cultivates much less of the traditional early cultivars.

A break in the chan-

nel supplying water from Clanwilliam dam to the Olifants River area resulted in water shortages for a week during January; however effective management has thus far resulted in minimal losses.

On average, a lighter wine grape harvest than the bumper 2014 crop is expected, and the viticulturists are positive about exceptional colour and flavour in both white and red wines. All cultivars that have been harvested thus far show great promise in terms of quality - specifically Sauvignon Blanc and Pinotage. In Paarl and Malmesbury smaller berries in especially Cabernet Sauvignon and Chenin Blanc are indicative of good quality, and in Stellenbosch Pinot Noir and Chardonnay stand out.

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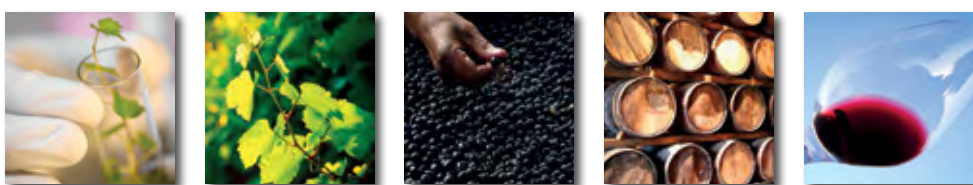
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Creation wine farm in Hermanus.

Harvesting opportunities in the Western Cape

Continued from P24

chinery, pumps and associated parts for these sectors and the farmers and vintners themselves.

Packaging

Even multi-national enterprises such as Sappi see the value in the fruit sector. Although the company doesn't sell any products directly to the wine and grape sector, it sells different types of paper to the converters and corrugators that make the boxes that are then sold onto the farmers, co-operatives and pack houses.

The science of packaging for an international market, especially fruits that need to go into cold storage, is not simple.

Richard Wells, Sappi's General Manager Commercial told CBN in an interview, "The products we supply include virgin liners and semi-chemical fluting for the corrugators that manufacture boxes for the large agricultural market. These virgin papers have specifically engineered characteristics and properties that are well suited for the demanding agricultural market, especially protecting the produce through the cold supply chain. The boxes made from these papers are used to package table grapes for the local and export markets."

"We also sell some recycled products, made predominantly from recycled paper, to corrugators who make boxes destined for the industrial market where the supply chain is not as vigorous as that for agricultural produce. In the wine and grape sector applications could be as secondary packaging for wine bottles or direct to shelf products like wine boxes."

Sappi also offer full

technical back-up to the corrugators and get involved with product development where needed. Other services we offer our customers and industry bodies would include box-testing at The Sappi Technology Centre as well as offering other technical paper testing as required by our customers

"We also develop and test new products in conjunction with the corrugators as they give feedback from the agricultural sector to us."

An example of a recent product development initiative would be the development of Sappi's new semi-chem-

ical fluting product Ultraflute that has provided customers with a product with additional strength, thus providing them with the opportunity of light weighting their paper combinations without sacrificing the strength properties of the box.

"The light-weighting of paper board for boxes is a current trend across the world mostly spurred by environmental awareness and high logistics costs."

Wells is candid about the importance of the sector to the company, "Quite simply our success is dependent on the farmer's success. A good crop means more

sales volumes, which require more boxes and thus more paper. Sappi is a local supplier with packaging paper production at four different operations in South Africa. Essentially we offer good quality locally produced products that are sustainably produced and offer our customers good value and reliability. The products have been tested through the supply chain for many years now and ultimately the farmers can rely on their produce reaching their end markets in good condition."

Sappi is also an active member of FPEF (Fresh Produce Export-

ers Forum) and SATGI (South-African Table Grape Industry.)

"We attend workshops and forums where matters relevant to the industry are discussed as ultimately the success of a particular crop has a direct impact on our business. These forums also keep us up to date as to the current market status regarding harvest forecasts and any anomalies so we can best prepare to serve the market for the challenges facing them and adapt accordingly."

And the grape industry is a growth industry,

Continued on P26

Wine and brandy excise 2015: improved understanding of key challenges



THE South African wine and brandy industry welcomed a concession from Government on the latest excise duty increases, saying it revealed a greater understanding of the industry and its challenges.

Excise hikes of 7% on natural wine, 7% on sparkling wine and 8.5% on brandy were announced by the Minister of Finance, Nhlanhla Nene, during the annual National Budget Speech on 25 February 2015.

"The above is the result of continuous open dialogue between industry and various Government departments around the unique challenges facing wine producers and cellars," said Rico Basson, managing director of VinPro, the representative organisation for close to 3,500 wine producers and cellars.

Basson added that it is encouraging to see that Government alcohol tax reforms under consideration include providing excise duty relief to wine-based spirits such as brandy, as well as a review of the way excise duty on sparkling wine is calculated.

The South African wine and brandy industry contributes significantly to the country's GDP and has close to 300,000 employees. The industry aims to grow its contribution to the South African economy, as part of the Wine Industry Strategic Exercise (Wise) – a new strategic framework striving towards an adaptable, robust, globally competitive and profitable wine and brandy industry.

"Collaboration with and support from Government, including a beneficial tax regime, will be key in achieving these objectives. We hope to build on this going forward," said Basson.



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Smart equipment when facing HVAC challenges

Continued from P20

over the lifecycle of the equipment.

Unplanned maintenance and technicians' inability to isolate issues are high-impact issues, as is the lack of equipment knowledge among service personnel, the difficulty of maintaining optimised operation, and control through the building's lifecycle.

So how can smart equipment alleviate these challenges? The following features are game changers:

- The ability to predict and diagnose problems, and provide or propose solutions
- Self-optimisation of systems
- Ability to report performance and efficiency
- Automatic location, identification and integration with components within the same subsystem
- Ability to self-configure

Tracking optimal performance against actual performance, ensuring quicker repairs and parts replacements, integrating quickly and easily with existing equipment and alerting operators to potential issue or downtime are all capabilities that can be highly beneficial.

Performance and integration issues are being addressed by manufacturers as it is key to the competitiveness of their offerings. Many of these capabilities are

now being offered as part of service offerings or as features built into the equipment. For example, Panoptix, Johnson Controls' facility management platform monitors performance of equipment in near real time, benchmarks it against similar industry installations and alerts users if anomalies are detected, or if performance indicates need for preventative maintenance. In addition, the software and user interface on Johnson Controls' HVAC equipment is tailored for ease of use, with graphic depiction of performance for ease of comprehension by facility administrators. Its systems are built on open systems and optimised for integration with common and legacy building automation systems.

HVAC equipment is typically a long term purchase which impacts the business in many ways. It affects the quality of the work environment, impacting productivity and efficiencies, but may also be vital in manufacturing, industrial and retail setting to operations, and the preservation or creation of products. As such, it can present considerable risk – or advantage. To leverage new opportunities to lower costs and optimise operations, select the right partner and ensure your equipment has a smart technology roadmap.

"We have seen recent growth in our volumes. Generally growth in the sales of our virgin products has been in line or better than GDP. This has been helped by the weaker Rand, which has improved the return for farmers that export, which in turn has resulted in some increased areas under crop and is also helped by improved yields in orchards depending on the crop. As far as extra volumes in grapes are concerned we experienced especially good growth in the Hexriver and Limpopo regions."

"Sappi will continue to develop paper products that can enhance and strengthen new designs in cartons especially those required to go through cold storage. Our virgin containerboard products are ideally adapted to this supply chain and we will continue to work on helping our customers lightweight their paper products without sacrificing strength and thus ultimately pass on commercial benefits to our customers."

"We realise that growing agricultural production and especially fruit exports are key to our growth plans. New and continuous innovation will ensure that we can sustain supply of ever improving, value adding products to the industry and give them the needed peace of mind that they will have a local supplier of quality con-



Groot Constantia vineyard.

tainerboard for the long term future," concludes Wells.

Logistics

Jaco Vlok, National Sales, Marketing and Operations Director at Sky services spoke to CBN on how the harvest affects his business, and what services Sky Services offers this sector.

"We are a logistical service provider specializing in the forwarding of perishable products by air from Cape Town and Johannesburg. We are basically the middleman between the exporter (farmer / marketer / trader) and the customer (importer / supermarket group / trader) into the destination market airline carrying the products to. Our expertise lies in negotiating and ar-

ranging for the necessary airfreight capacity, arranging for PPECB (Perishable Products Export Control Board) Inspections, preparing all customs documentation, preparing the cargo for transportation by air and ensuring the cold chain is managed throughout the process to the end customer," says Vlok.

All table grapes are normally transported by sea, so exporters will only make use of airfreight when there is a shortage of table grapes due to other countries not being able to supply or when the harvest is late and the sea freight takes too long to get the product into the market and onto the shelves in time.

Vlok continues, "There is sometimes a very large demand for table grapes from

various supermarket groups. The demand in these instances is so large that we charter aircrafts with a capacity of 100 tons to fly the grapes out and meet the Importers demands."

A good harvest means that South Africa can supply more grapes internationally. It is good business for Sky Services when there is a demand for South African table grapes in Europe.

"That's when we get the opportunity to fly the grapes out due to the urgency."

Sky Services also handle various perishable products including fresh cut flowers (proteas and fynbos,) fish for the sushi markets, stone fruit and fresh meat to name but a few.

"We are also looking at diversifying into other commodities

like pharmaceuticals," concludes Vlok.

Cold storage and warehousing solutions

When there is a good harvest the space in the cold stores is at a premium. The fruit has to be cooled quickly and maintain its temperature to prevent spoiling. The need to pack these products in tightly, without damaging the produce and allowing for both stock rotation and enough air to circulate to keep the grapes cold has led to much innovation in the warehousing, logistics and racking industries, and spawned specialised solutions for just this application.

Ron Bonthuys, Director of Dexion provides the wine farmers with storage solutions. "We design storage systems to improve the wineries' storage capacity once the harvest has been bottled, be it for long-term or short-term. This increases the storage and maturation capacity, and also includes space for ancillary items such as labels, cartons, marketing material and equipment for wine tasting rooms."

Machinery, pumps and related industries

The wine industry requires a lot of agri-processing machinery. The Western Cape has many companies that supply and maintain these machines and pumps, but there is also a whole industry that supplies the hoses, valves and other components that the wine industry uses.

Sally Rorich from Cape Town Rubber says it is imperative to have the correct pipes and spare parts for the winemaking machinery.

"This helps to cut downtime on the various processes of wine-making that can be delayed due to problems such as hose leakage and breakage," explains Rorich. She goes on to point out that no two wineries have the same requirement.

"Each wine producer has different needs, and we try to tailor make our products to suit their requirements."

The Western Cape is a unique business environment with specialized businesses that support the specific needs of the region. It is important to remember the larger economic impact that an annual event, like the harvest, has on businesses across the board, and that the success of one sector unlocks opportunities for businesses across sectors in the region.

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Capespan acquires Pome fruit estate and pack house



CAPESPAN added two more assets to its portfolio with the acquisition of Novo pack house and Theewaterskloof Estate.

Novo pack house is a state-of-the-art pome fruit packing facility situated in Paarl in the Western Cape, strategically located to service pome fruit farmers in the Ceres, Villiersdorp, Piketberg, Grabouw and Boland areas. The pack house is equipped with modern packing equipment and technologies. It has the capacity to pack 120,000 bins annually.

Theewaterskloof Estate is a premium pome fruit farm situated in Villiersdorp with 300ha of pome fruit under production. The farm produces apples, pears and plums of high export quality. The Theewaterskloof acquisition complements the 110 ha pome fruit expansion earmarked for Capespan's other pome farm, Applethwaite in Elgin, increas-

ing Capespan's combined pome production footprint to over 630 ha over the next three years.

According to Tonie Fuchs, chief executive of Capespan Farms, these acquisitions are an integral part of Capespan's growth objectives within its primary production unit. In addition, Novo and Theewaterskloof will add significant synergies within Capespan's global fruit procurement footprint. "Novo pack house entrenches Capespan's access to the downstream value chain which will ensure better service delivery and a more efficient and cost effective route-to-market for its customers. It enjoys an established customer base and will be operated by Capespan as the first choice packing facility for growers in its service area."

According to Johan Dique, managing director of the Capespan Group, the acquisitions of Novo pack house and Theewa-

terskloof Estate are in line with the Capespan Group's global growth strategy to grow its business with strategic acquisitions in production, distribution and service entities in order to provide its customers with wider and more efficient service solutions.

"Following these acquisitions and current developments, Capespan Group will own and control more than two thousand hectares in Southern African pome, citrus and grape production, supplying fresh produce to customers spread across the globe. Capespan's own production is strategically positioned specifically to enhance our Group's service and product offering to all our third party growers and our retail customers."

"We enhance and add to our third party grower product basket through Capespan's own production in order to ensure a sustainable 12 month supply of quality fresh produce", he added.

Capespan Group last year also acquired a 25% stake in Good View Group, a leading diversified fruit and vegetable distributor in Hong Kong and Macau, as well as a 75% stake in South African logistics operator Aspen, which was re-branded as Contour Logistics. In addition, Capespan launched a joint venture, Mayfresh, in Turkey, aimed at providing better access into the Black Sea, Caspian and Mediterranean markets for Capespan's clients. Earlier this month, Capespan announced the acquisition of a 25% stake in Germany based vanWylick Fruchtimport, a leading European fresh produce distributor and service provider.

Established almost 90 years ago, Capespan is a global exporter and marketer of fresh produce, procuring its products world-wide and delivering these to markets throughout the northern hemisphere.

Cape Classics boost for PYDA Education Project



PYDA students Nolutabalo Mashiya and Sinethemba Makangela with Cape Classics CEO Andre Shearer.

CAPE Classics, the New York based wine importer with roots in the Cape Winelands, has renewed its financial support for the Pinotage Youth Development Academy in Stellenbosch (PYDA,) which runs a 12-month programme preparing unemployed and disadvantaged 18-25 year old South Africans for employment in the wine industry and related hospitality and tourism sectors.

Cape Classics has committed R125,000 towards student fees and living expenses, and will assist with the transition to full-time employment by offering three month's internship employment to two graduates.

PYDA students receive a qualification validated by Winetech, the industry body responsible for providing technical training and disseminating research data. Learning combines technical theory with practical placements across the entire value chain of wine, from vineyard through to tasting room. There is also a focus on personal development, giving students the confidence, knowledge and ability to ease the transition into the workplace.

Sponsorship is R47,000 per student - the direct cost per student is R28,000 and in addition, an allowance of R19,000 can be earned during the 12-month programme to help with transport and subsistence. The target is to get at least 80% of the students into full-time employment within six months of completion of the course so the PYDA asks supporters to provide graduates with a post graduate internship or full-time employment.

The PYDA's first year produced 24 graduates and all have found permanent employment at the likes of Anthonij Rupert Wines, Bosman Family Vineyards, Grande Provence, IGWS Stellenbosch University, KWV, Stellekaya, Tesco, Spice Route, The Vineyard Hotel, Warwick Wine Estate and Van Ryn Brandy.

"It is quite unbelievable to us that we are already into our second year. We have experienced amazing achievements, joy and pain, laughter and tears and extraordinary, continuous learning. We are certain though that we are where we are meant to be, and that our students are experiencing deep, transformative change," said PYDA Programme Director Nikki Munro.

"The success of the PYDA will be measured by our ability to produce graduates who are self-reliant, ready to work and bring about positive change to their families and communities."

The support for the PYDA is part of Cape Classics' long-standing commitment to education in South Africa which includes its Indaba Scholarship offered to undergraduate and post-graduate students at Stellenbosch University, and its backing of the WELL Project (Winelands Early Living and Learning) targeted at the early childhood education of farm workers' children.

"We support initiatives like the PYDA and the WELL Project because we want Cape Classics and our Indaba brand to be leading the education revolution in the wine industry," said Andre Shearer, CEO and co-founder of Cape Classics.

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One stop for rubber products

WHEN it comes to servicing wine farms during the harvest season, Cape Town Rubber supplies them with specialised PVC hoses, hose protectors and food grade rubber sheeting.

"We supply an extensive range of over 1,000 rubber and rubber-related products," says Jose Almeida, the company's sales manager.

"This helps to cut downtime on the various processes of wine-making that can be delayed due to problems such as hose leakage and breakage," explains Sally Rorich from Cape Town Rubber.

Rorich goes on to that that the most challenging aspect to servicing

the wine industry is to ensure that each client has the right solution for each application.

"Each wine producer has different requirements and different needs, and we try to tailor make our products to suit their needs. We see ourselves as something of a one-stop shop for all rubber-related products and services. Our product range includes sheeting, matting, hosing, extrusions, mouldings and various related elements."

"We have recently focused on increasing our manufacturing capabilities by investing in new rubber moulding equipment to cater for the growing demand for smaller runs of

specialised moulded rubber products. We have considerably increased and diversified our stock holding of rubber and PVC hoses and now also offer a range of hydraulic hoses."

Cape Town Rubber Company products are used in various industries including the marine, food and beverage, automotive, engineering and mining industries.

"We have a long history of excellent customer service and we pride ourselves in finding the solution to any rubber-related problem," says Almeida.

Services offered include cutting, vulcanising, moulding, customising, joining and installations.



The world first Rooibos-wooded wine

A Western Cape winery is ready to revolutionise his industry after patenting a groundbreaking technique using Rooibos and Honeybush in the production of wine, beer and cider.

Alan Winde, Minister of Economic Opportunities, visited Audacia Wines in Stellenbosch for a closer look at the innovative technique, which is the brainchild of local entrepreneur Trevor Strydom.

Strydom has replaced traditional oak wood with Rooibos

wood in the production of his wine.

Research conducted by the Department of Viticulture and Oenology at Stellenbosch University and ARC Infruitec-Nietvoorbij found that there were powerful antioxidants in Rooibos and Honeybush which may assist in preserving the wine naturally.

This method has the potential to eliminate the need for Sulphur Dioxide and other synthetic materials as preservatives.

Strydom said this was a significant develop-

ment for the industry, for organic wine-makers and for those with sulphur allergies.

Audacia's "No Sulphites or Preservatives Added" Merlot 2013 was recently awarded a Veritas 2014 bronze medal.

Minister Winde commended Strydom and his team for the cutting-edge concept.

"Entrepreneurs like Trevor Strydom are helping to build the brand of the Western Cape as a centre of innovation. The only way we can remain competitive is if we embrace

innovation. This initiative speaks also to the value of adding value, a space the Western Cape Government is currently driving hard through a new economic project called Project Khulisa (Khulisa means 'to grow' in isiXhosa.) Through Project Khulisa we identified agri-processing as a high-potential sector, which can dramatically add to growth and jobs in the region. Several firms in the agri-processing sector are already developing new products to compete on domestic and export markets, and we are embarking on targeted initiatives, with industry, to ensure this grows," said Winde.

Minister Winde added that Audacia's innovation was an example of driving growth through partnerships. They are working with stakeholders including Stellenbrau Brewery and Windermere Cider to ensure that Rooibos is infused in their products too.

"In the Western Cape, 167,494 residents are employed in the wine industry. Close to R20bn (53%) of the wine industry's contribution to national GDP is generated in the province. Exciting innovations like these are excellent news for our wine industry as they will help it to grow further," said Winde.

"We will assess how we can support entrepreneurs with the patenting process. Further, we will continue our efforts to eradicate unnecessary red tape so entrepreneurs like Trevor have the environment they need to grow their businesses and create jobs."

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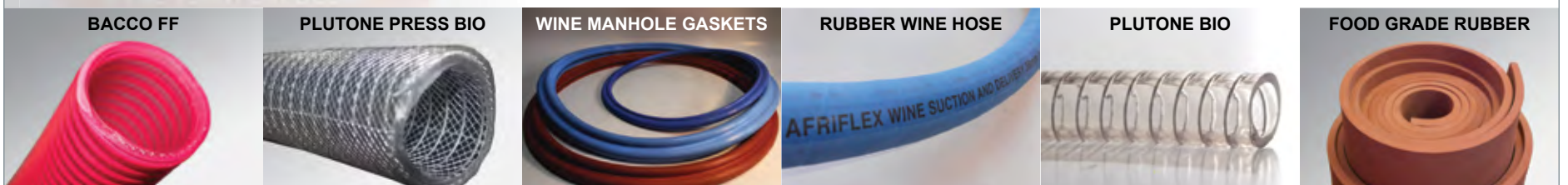


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The many applications of nitrogen air separation technology

WHILE the manufacturing and mining sectors are significant contributors to the South African economy, South Africa also has an established tradition of having a world-class food and beverage industry. For example, South African wines are sought after internationally and are held in the highest regard amongst discerning consumers.

In order to maintain its reputation and sustainability, the industry needs to be serviced by companies which are able to offer world-class products and services. While Atlas Copco has a reputation as one of the largest companies in the world which services the manufacturing and industrial sectors, the company also plays a significant role in many industries – including food and beverage – with its nitrogen air separation technology.

Rand-Air, a leading South African compressor and generator hire company and part of the Atlas Copco Group, reports that this technology will have a positive impact on the local and export market. According to Rand-Air's General Manager Louwrens Erasmus, this technology will, amongst others, have a significant role to play in the wine industry.

"A large portion of South Africa's wines are exported to international markets. In order to preserve the purity of the product, it has to be packaged in a specific manner. Nitrogen occurs in the atmosphere as a natural gas and can be used to replace oxygen in the packaging process. The presence of too much oxygen has a detrimental effect on food and beverages, if over-exposure occurs. By using Atlas Copco's nitrogen packaging technology, we are able to offer our customers the peace of mind that the product that they are purchasing will be of the highest quality. With nitrogen packaging technology, we can guarantee purity levels of up to 99,5%," says Louwrens.

A key aspect of wine production is oxidising the wine after it has been opened in order to enhance the aroma and natural flavours of the wine. This is however done at the point of consumption as over-oxidation during the packaging process may result in the product expiring before consumption.

"There are also a lot of applications for this

technology outside of the food and beverage industry. The replacement of oxygen with nitrogen will prevent oxidation and the rusting in metals, polymers and chemicals. In fact, the absence of oxygen is a key component in the metal annealing process," Louwrens points out.

In the high-pressure environment of the chemicals industry, accidents can happen at any time and safety is a significant priority. The industry is characterised by the use of products which can be highly combustible. Oxygen is a fire accelerant and the replacement of oxygen with nitrogen can

be used in the effective prevention of fires, which offers significant safety benefits to the chemicals industry.

There are also significant advantages which are offered to the industrial and mining sector. For example, heavy-duty construction and transport vehicles are

widely used in these industries. Filling the tyres of these vehicles with nitrogen – as opposed to oxygen – significantly reduces costs and promotes longer tread life.

"Compressed air can cause oxidation of the rubber which will accelerate tyre ageing. Air also escapes

easily from the tyre, reducing pressure and causing uneven wear. As an inert gas, nitrogen does not oxidise the rubber and therefore halts the ageing process. Furthermore, nitrogen does not escape from the tyre as quickly. It improves road contact to create a stable level of wear

and prevents premature damage.

These are just some practical, everyday examples of the application of our highly versatile nitrogen air separation technology in a very wide variety of industry sectors, from food and beverage to heavy industrial," concludes Louwrens.

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South African wine industry raises its GDP contribution, generates more jobs

A new report shows that South Africa's wine industry not only continues to increase its contribution to the country's GDP, but is also growing job opportunities. This is despite the impact of a muted global economy and a slight decrease in the size of the national vineyard.

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

This is according to the latest report on the macro-economic impact of the country's wine industry on the South African economy, prepared by Conningarth Economists for South African Wine Industry Information and Systems (SAWIS.)

In 2008, the industry contributed R26,2bn to GDP. The 2013 figure represents an increase of 37.8%, notwithstanding the impact of the global downturn that curtailed disposable income locally, as well as in many of the other markets where South African wines are sold. At the same time, the national area under vineyard in 2013,

at 99,680ha, was 1,6% lower than in 2008.

Speaking on behalf of the industry, Yvette van der Merwe, executive manager of SAWIS said South Africa was the eighth-largest national wine producer by volume worldwide. Yet relative to its competitors in Europe and Australia, it received very little government support for its production and marketing initiatives.

The report shows a total of 289,151 job opportunities in the industry in 2013, with 167,494 or 57,9% of these in the Western Cape. The total represents an increase of 4,9% on the 2008 figure of 275,606.

The proportion of unskilled labour employed dropped from 58% to 56%, as a result of both improved worker training and increased mechanisation although the actual number of work opportunities remained virtually unchanged at close to 160,740. Semi-skilled jobs accounted for 29% of the total in 2013, providing 6,400 more work opportunities than in 2008, while skilled jobs represented 15% of all work opportunities, bringing 7,000 more jobs on stream.

According to the researchers' calculations, across the entire value chain, the industry generated turnover of R26,4bn in 2013, a 37,5% increase on

2008. An amount of R8,5bn was exported directly, thanks to a dramatic growth in export volumes that accounted for 57,4% of wine production in 2013, with sales doubling in rand value. The value of domestic sales for the period grew by 38,4%.

The research team notes that the 2013 turnover achieved was more than five times the R4,8bn value of raw material inputs, resulting in a higher than average GDP to capital ratio. While not an indication of profitability, the GDP to capital ratio of 0,58, compared with the Western Cape average of 0,45, does underscore the productivity of the wine industry, say the economic researchers. The industry's labour to capital ratio, at 4,64, also exceeds the agricultural average of 4,54, as well as that of the national economy at 2,94.

An amount of R6bn was generated through wine tourism in 2013. In addition to the economic activity generated by domestic tourists, 43% of all overseas visitors to the Western Cape visited the Cape Winelands - wining, dining, shopping and staying in hotels.

Almost R20bn or 53% of the total 2013 contribution of R36,1bn to GDP originated in the Western Cape. Private disposable household in-

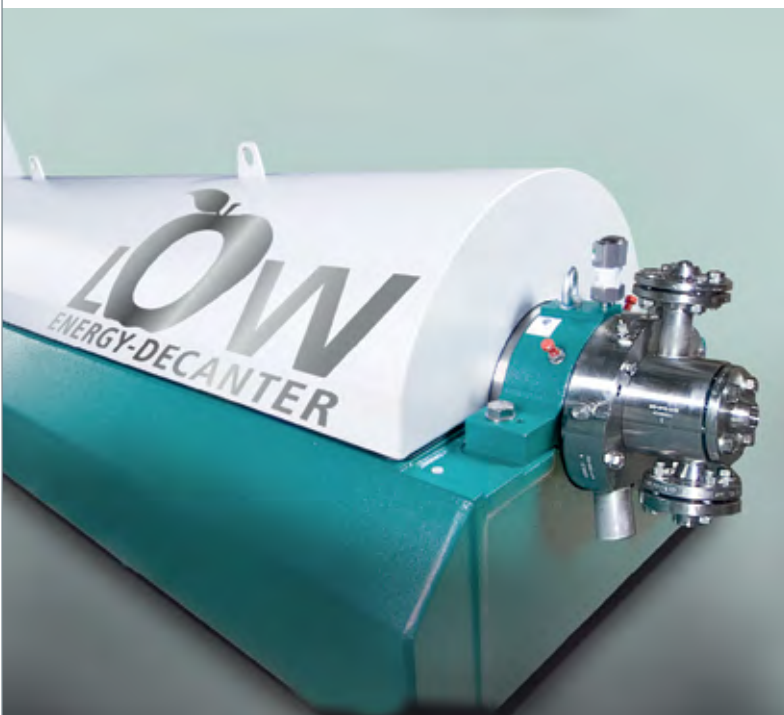
come generated by the industry in 2013 reached R24bn, with the impact felt mostly in the Western Cape.

Despite a vibrant export market and a modest increase in local wine consumption, the report gives focus to the mounting pressures on wine industry profitability, noting how the rate of increase in wine production costs has significantly outpaced the growth in income derived from grape production. Whereas income earned from grape production was 38% higher than in 2008, wine production costs increased by 52%. Per litre costs for packaged wines rose by 146% between 2008 and 2013, while costs associated with bulk wines rose by 46% per litre over the same period.

These findings bear out a recent study commissioned by VinPro, the service organisation for South Africa's 3,600 wine producer and cellar members, that showed that around one-third of wine producers are operating at a loss.

While per capita wine consumption in South Africa has been hovering at just below seven litres in recent years, overall demand has been growing by about 4% per annum as new consumers enter the market. The

Continued on P32



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GEA Westfalia Separator roadshows its new decanter for wineries

GEA Westfalia Separator South Africa is currently conducting trialling and viewing of its new GEA CF 4000 Decanter through a roadshow across the Western Cape wine industry in order to showcase its superior de-juicing, juice and wine lees processing capabilities. The roadshow began in the second week of February.

The roadshow will target both new and existing customers as the company aims to raise awareness of the new unit's performance benefits.

The GEA CF 4000 Decanter is designed to increase the efficiency and productivity of wineries through higher yields of wine and juice content across a continuous, automatic operation that reduces labour requirements. It can be configured for the clarification of must;



The new GEA CF 4000 Decanter in action. Mounted upon a trailer, GEA Westfalia Separator South Africa is showcasing its superior de-juicing, juice and wine lees processing capabilities through a roadshow across the Western Cape wine industry.

the de-juicing of grapes; the concentration of sediment from must tanks; the clarification of lees from fermentation tanks; and the concentration of fining agents.

The decanter offers wineries versatile processing capabilities in producing top-quality wines and

grape juices, while also lowering the unit cost of operation through simpler cleaning procedures and reduced filter aid requirements.

The decanter will be supplied complete with dosing station and feed pump all controlled via the GEA Westfalia Separator South Africa

control cabinet.

The demonstrations, which are scheduled to each last between two days and a week, will be both one-on-one with individual farms as well as open-to-view to interested parties. The decanter will be customised according to each farm's production.

PET wine bottles from Mpact, quality that's economical and environmental

SINCE the approval of the use of polyethylene terephthalate (PET) wine bottles for the 'South African Wine of Origin' certificate by the Wine and Spirit Board of South Africa, the manufacture of PET plastic wine bottles for use locally and internationally has grown be-

cause of the benefits of plastic packaging.

"One of the most common questions from consumers when faced with a wine bottle made of plastic is, 'will the quality be the same'," says Colette Estié of Mpact Plastics based in Atlantis.

She adds that most importantly for the

consumer, it has been proven that these wine bottles do not affect the quality and taste of the wine in any way. "The multilayer technology prevents the absorption of oxygen into the bottle, giving the wine a shelf life in excess of two years when bottled under certain conditions."

In economic terms, plastic wine bottles are on average eight times lighter than a traditional glass bottle. A PET bottle weighs 50g compared to its glass counterpart's 400g. The result of this is that up to 36% more product can be transported from the manufacturing plant to the

customer because the bottles required substantially less space and trucks can be fully loaded. Heavier packaging options are often constrained by road weight limitations, leading to inefficient transport.

Environmentally, there is also a strong argument for the use of plastic wine bottles.

It takes approximately 53g of carbon emissions to produce a PET bottle compared to glass, which uses approximately 89g. There is also much lower energy consumption during manufacture and transport, 13.7MJ compared to 25.4MJ diesel.

"Aside from genuine collectors of wine,

the majority of wine is bought for immediate consumption, which makes plastic packaging a perfect solution," adds Colette. "The bottles are virtually unbreakable, light weight to transport, can be used at outdoor venues and the wine tastes exactly the same as wine packaged in glass."

New-generation, high-performance thermal imaging cameras

Continued from P21

measurements with the CNX Wireless system directly a PC, Apple iPhone or iPad. These additional measurements help diagnose problems faster and provide additional data to create more comprehensive reports. Field installable telephoto and wide-angle lenses are available for added versatility in special applications. Voice annotation makes pen and paper obsolete.

Features:

- High resolution 640x480 capacitive touch screen
- High-temperature measurement (up to 1,200°C on the Ti400)
- Voice recorded annotation of additional details saved with the image file
- Optional interchangeable lenses
- Rechargeable, field replaceable smart batteries (LED display shows charge levels)

The Fluke Ti 400 range allows users to create an inspection report on-site and forward the findings via iPhone/iPad. The image can be adjusted to present problems effectively. Markers and other tools can be used to indicate or quantify the severity of the problems. Inspection results can be shared by emailing images or reports in order to plan next steps or gain approval for work done before leaving the job site, or get assistance in analysing the problem.

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South African wine industry raises its GDP contribution, generates more jobs

Continued from P30

number of private wine cellars has also been climbing, to reach almost 500 by 2013.

Van der Merwe pointed out that local growth in wine sales was helping to offset the ongoing decline in the brandy market, which saw volumes drop by 28% compared to 2008. It takes approximately five litres of wine to produce a litre of brandy.

In contrast, wine exports rocketed to 525,6m litres in 2013. The record exports that year were partially the result of harvest shortfalls experienced in Europe and North America. With improved international harvests, exports did, however, drop back to 423m litres in 2014.

"Although bulk exports accounted for 66% of volumes sold outside of South Africa in 2013, that figure is reversing, and as the

performance of packaged wines continues to strengthen, we are seeing an increase in the contribution of the wine industry to the national coffers. From 2016, we can also look forward to the impact of the new EU Trade Agreement, which will raise the EU's duty-free quota for South African wines from the present 50m litres to 110m litres a year."

Van der Merwe said the new EU Trade Agreement had resulted from close collaboration between industry and government. "It is our hope that if we can continue the momentum, we can look forward to expediting free trade agreements in other key export markets, notably in Asia, where some of our competitors, such as Chile, Australia and New Zealand, already have a significant head start."

TRADITIONALLY pallets of packed fruit were stored by securing steel corner posts to each pallet and then storing another level of pallets on top. While doubling store capacity, this form of block storage effectively prevented stock rotation, increased stock damage and in some situations prevented adequate cooling. As fruit packaging became further differentiated, accessing stock quickly for an order became practically impossible.

Pallet racking was introduced into existing fruit stores to solve these problems. "Drive-In" racking made better theoretical use of the chilled space and reduced product damage. However the accessibility problem was not solved leading to "drive-in" lanes being only partially utilised for immediate access to individual product lines. The alternative was to use fixed selective racking, giving immediate access to every pallet, but greatly reducing

storage capacity.

Mobile racking was first used in 1997 in fruit store outside Grabouw in the Western Cape. The mobile bases were 30 pallets long and stacked 4 pallets high with a top beam level of 8,251mm. Designed to take a combination of 2,200mm and 2,400mm pallets with a maximum weight of 1,000kgs, the pallets were stored with the 1,000mm side facing and the 1,200mm side in the depth of the racks.

Mobile racking consists of special rails that are laid in the floor during construction.

Rails can also be retrofitted in existing rooms providing the floor is suitable by leveling the rails on the existing surface and pouring a 150mm reinforced slab. A low ramp is needed at the entrance. The mobile bases run on the rails and support pallet racking which is specially designed for use in a mobile application. The bases are motorised and energy

Mobile racking in South African fruit stores



Fruit Store manager at the front of a mobile base.

efficient. Maximum tonnage per base varies, but should not exceed 360tons. In larger stores mobiles are arranged in banks of up to 10 bases, each with its own moving aisle. The bases are controlled either by push buttons, remote control, or by an interface with the warehouse management system. An access aisle is created at the push of a button.

Safety measures include photoelectric beams down the length of each base and across the front of each mobile bank with additional emergency stops. To move one or multiple bases takes approximately one minute twenty seconds. Mobiles are designed to give lighting signals so that the lights come on only in open aisles.

This results in energy savings as each light produces heat which must be removed by the refrigeration system.

The first phase of the Grabouw facility stores 2,504 pallets on a floor footprint of 40.3m by 33.8m or 1.84 pallets per m². The possibility of pallets breaking was removed by using a pallet support or saddle beams in the middle of each pallet slot. These were painted yellow to assist with pallet placement especially on higher levels and increase rack strength. Another challenge arose when packed fruit stores remained in use for extended periods. Improved ventilation in the mobiles allowed packed fruit to be chilled and store temperatures were reduced to around 0°C.

Frost heave, caused by moisture freezing under the floor, is not good for mobiles and recent installations have under floor insulation and heater mats to make sure this doesn't happen.

Sixteen years after the Grabouw installation the advantages of using mobiles in fruit stores has become apparent. More expensive than "fixed selective" or "drive in," mobiles can increase the practical capacity of a store by between 75% - 80%, while still giving immediate access to every pallet.

If the total cost of a proposed fruit store is divided by the practical pallet capacity the mobile option can be surprisingly competitive.

Recently, mobiles have been installed in smaller stores, 3 and 2 pallets in the height with capacities of less than 450 pallets. Moving aisles have been widened to allow for the use of counterbalanced trucks and pallet bays extended allowing the placement of 3 pallets on the longer 1,200mm side. Maximum pallet weights have increased to in excess of 1,300kgs and storing five pallets in the height is now possible.

Pallet heights have increased with the standard now set at 2,450mm for a high cube pallet making the top beam height for four pallets of 8,479mm.

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Pienaar Bros. new company slogan is ‘We are all workers,’ which defines the company’s approach to business, by acknowledging that the Pienaar Bros. team is a serious hard working group of people with very strong business principles. The company prides itself in forming business to business, supply chain relationships with suppliers and end-users (mines, manufacturers, farmers, fisherman, including light- and heavy-duty concern) that also have this hard working ethos in their organizations.

The company prides itself in forming business to business, supply chain relationships with suppliers and end-users that also have this hard working ethos.

“We have a comprehensive range that we source globally. Therefore we import, manufacture and distribute PPE and safety products to ensure the right product mix is available to our customers. We all work hard to support each other and boost each other’s productivity and personal safety policies,” assures the company.

For people that work in environments where there is a potential for personal injury and or occupational diseases, Pienaar Bros. have a solution that will ensure the long-term well-being of the workers ... from entry level labour all the way up to senior management.

“We are all workers and we all need to be protected from harm in the workplace.”

Working with hazards - such as in high noise levels (such as blasting and excavation, noisy machinery etc.) and working with hazardous chemicals and/or air borne contaminants (such as asbestos, ammonia and

mercury) as well as hazardous dusts, mists and vapours – on an on-going basis could cause deafness or premature respiratory complications. The Pienaar Bros. team can help prevent and minimize this from happening at work by supplying PPE products such as hearing protection, respira-

tory protection, eye protection, protective garments and many more products.

The Pienaar Bros. team supply PPE products including hearing protection, respiratory protection and eye protection.



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Infrared technology in Food and Beverage industry

KEEPING production strictly on schedule in any facet of the food and beverage industry – whether it's pumps, conveyors or electrical connections - means downtime is not an option. Comtest, Fluke's local representative advocates including infrared inspections (IR) into the maintenance mix. Their range of high performance, thermal imagers makes year-round spot-testing possible, on-site, specifically troubleshooting and moni-

toring transformers, switches, disconnects and MCCs; pumps, motors and compressors; valve operation; tank and sludge levels; level control performance; pipe blockages and integrity; operating temperature; conveyors and roller bearings; boilers and chillers; HVACR; and roof moisture, air leaks and insulation issues.

By performing quick infrared spot checks, maintenance tech's can uncover potential failures, thus allowing for

timeous, repairs when convenient. The line can be kept moving by frequently scanning and troubleshooting critical equipment. Traditional troubleshooting using trial and error can be effective, but time consuming and costly. What is critically important, is to pinpoint an issue within a mass of sprawling production lines, quickly, because every second of downtime is expensive.

Equipment cost has historically forced plant managers to out-

source annual infrared inspections, and in many cases, limit the scope of work. Annual scans certainly uncover problems, but users shouldn't have to "hope for the best" until next year's scan. Food and beverage production demands reliability, so yearly spot checks just aren't enough. The production line monitor can narrow down and rule out possible problem-causes

faster by seeing the whole picture with infrared, allowing varying temperatures of components to tell the 'inside' story.

Quick Tips for performing successful IR inspections:

1. Ensure consistent frequency: Extra to troubleshooting, infrared inspections of all major components and connections should be performed at least bi-annually.

2. Adjust for emissivity: Components and materials emit their energy differently. For accurate findings, ensure that the proper emissivity setting is being used for the material that is being inspected. Also, consider altering the surface by adding tape or paint to increase emissivity.

3. Perform qualitative measurements: Compare findings with similar-

components and connections under similar conditions to reveal thermal anomalies.

4. Ensure safety during inspection: Beyond electrical safety, be careful not to neglect the surroundings while performing infrared inspections.

Focusing too heavily on the thermal imager can distract the personnel from rotating, cutting, or other dangerous equipment.

Serco increases efficiencies for Bakers

Transport with high volume body

BAKERS Transport has ordered 20 high cube dry freight bodies from Serco after their prime requirement of increasing volumetric loading space was met. The first eight units were delivered to Bakers during August and September with the remainder delivered in January 2015.

CEO of Bakers Transport, Abdul Tayob, said he was very

pleased with the company's new acquisitions. "The vehicles have met our expectations and very important to us is that we have peace of mind through our previous dealings with Serco that they stand by their product."

Serco says it prides itself in ensuring customer satisfaction by going the extra mile to develop practical solutions for their unique challenges.

Tayob said the new vehicles - each providing an added 9m³ of loading space bringing the volume capacity up to 55m³ - were being used for deliveries of white goods around the country.

The bodies are 8m long by 2.6m wide by 3.1m high. Special features include Serco's unique strapping system for load safety and security, a light



Mohammed Noushad from Bakers Transport received one of the high cube dry freight bodies from Tyrone Deyes of Serco.

weight birch floor, roll-up doors and an aluminium bolt on tail lift - all installed with customer satisfaction as the priority.

Roller doors make it possible for easier docking and loading as well as better security. The waterproof birch floor ensures a smooth

loading surface thus reducing possible damage to products. Lightweight and high quality materials were used for improved durability and longevity.

Tayob goes on to say, "We plan to order a further 20 truck bodies from Serco this year."

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Italy's largest packaging company to exhibit at AB7

ITALIAN packaging giant, Corazza, is the latest international company to sign up as an exhibitor at Africa's Big Seven (AB7), the biggest food and beverage expo on the continent, according to its organisers Exhibition Management Services.

Corazza will be hosted on AB7's new "Made in Italy" Pavilion, and joins the latest trend of European food and beverage companies expanding their trade footprint to exploit massive opportunities in growing African markets. AB7 takes place from 21 to 23 June 2015 at Gallagher Convention Centre, Midrand.

"Africa is on the rise; its economy is the fastest growing in the world and global business is eager to leverage its new-market opportunities," says John Thomson of Exhibition Management Services. "Africa is fast becoming a packaging growth centre; its expanding middle class has more individuals with disposable income to spend on packaged food products, and this is fueling the growth of Africa's packaging industry."

According to the World Packaging Organisation, Africa is destined to surpass India and China as the world's packaging centre. Nigeria's packaging industry has grown by 12% each year for the past five years.

"Packaging companies probably get the most attention at AB7 purely because their products are so important to food and beverage manufacturers and marketers," adds Thomson. "Trade visitors come to AB7 from around the world not only to see what is inside your package, but also what is on the outside."

Corazza is a leader in the design and manufacture of automated processing and packaging machines for products such as tea, coffee and many other packaged foods.

"We decided to exhibit at AB7 this year as it would enable us to investigate African markets more thoroughly, and in turn help to grow our business in a region with high demand for packaged products," says Carla Valmori, Corazza's head of marketing and sales. "We will have an information booth at the 'Made in Italy' pavilion where visitors can receive detailed information about some of our products and packaging options on show."

Corazza's product range includes primary packaging for products such as tea bags and filter coffee paper pods; capsule fillers, dosers

and wrappers, tableting, wrapping, cosmetic filling and closing, blister packaging and tube filling. Secondary packaging systems include cartoning, boxing, banding and tray packing.

Corazza's end-of-line equipment provides overwrapping,

shrink-wrapping, case packing, palletising, and also integrated case packing and palletizing. The company also specialises in assembly technology for advanced, stand-alone and in-line assembly systems, robot de-molding and add-on technologies.

"Africa is a rapidly developing market for food processing and packaging technology and products, with a fast evolving infrastructure, and AB7 has been the gateway to the African food and beverage market for the past 12 years," concludes Thomson.



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South Africa faces food shortage in next decade

SOUTH Africa is facing the prospect of looming food shortages in the next 10 years as the country struggles to attract new talent to its ageing crop of commercial farmers, according to Deloitte.

Data from farming organisation Agri SA shows that the average age of a South African farmer is 62, considerably higher than the EU median age of 55 and also older than the US (58) and Australia (53), a factor that is likely to put considerable pressure on the nation's status as a net food producer. Compounding this is the fact that South Africa, which is already battling a chronic electricity shortage, is considered semi-arid in most

parts with a 2009 World Bank study estimating that just 11.82% of its 1,221,037 km² of land is arable.

"The average age of a commercial farmer in this country is around 62 and we're simply not attracting enough new farmers to the sector to fill the gap they are going to leave as they start to retire over the next decade," says Omri van Zyl, a Senior Associate at Deloitte.

"If you think the electricity shortage is an issue for the economy, just imagine what a food shortage would do. At least you can use a generator to produce electricity if there's a blackout but you can't do much if you don't have any food."

Agri SA data indicates that South Africa had 120,000 farmers in 1994 compared to 37,000 at present. This dwindling population of commercial farmers supports a population of over 50 million people, of which only 45.6% are considered food secure. Van Zyl says the country's commercial farmers, who are crucial to the supply of white maize to many of South Africa's neighbours, are simply not being replaced by younger entrants thanks to a combination of poor access to finance for emerging black farmers and a lack of interest from the younger generation. "The majority of young graduates aren't particularly interested in

farming – they want desk jobs in air conditioned offices with medical aid and a pension," he says. "There's also a big issue around access to finance, particularly for young black farmers who simply aren't getting the requisite financial backing from government or the private financial sector."

Agriculture's contribution to South Africa's gross domestic product (GDP) has already declined from more than 6% in 1980 to less than 3% in 2013, according to data from the Department of Agriculture, Forestry and Fisheries. In addition, production of staple agricultural commodities has declined in favour of more expensive,

luxury food items destined for the export market. The country's agricultural sector also faces stiff competition from cheap subsidised imports from abroad, with South Africa's poultry purchases from the EU and Brazil having doubled between 2008 and 2012.

Van Zyl says the demographic time bomb facing the country's farming population also has implications for the rest of Africa as it effectively means the continent's most advanced agricultural sector is unable to harness the farming potential in countries north of South Africa's borders. Africa is said to possess 65% of the world's uncultivated arable land, yet economists estimate that the con-

tinents population will grow by another billion by 2050, putting further pressure on food security.

"South Africa has by far the most sophisticated and advanced agricultural sector on the continent and the country can be very proud of its achievement as it not only feeds itself, but a large swathe of sub-Saharan Africa as well," said van Zyl. "The problem is that there are not enough young farmers that are learning the skills from the older generation and that could have food security implications for the entire African continent."

Van Zyl says one consequence of South Africa's ageing population of farmers will be consolidation in the industry, the

process whereby larger agricultural companies purchase smaller rivals which are then merged into a greater parent entity. One of the implications of this will be greater mechanization and a greater reliance on smart-agriculture.

"Consolidation is fast becoming the norm and for businesses to remain competitive they have to juggle a number of key drivers and differentiators to ensure financial progress and sustainability," said van Zyl. "Even with greater consolidation in the industry, an ageing population of people with the requisite farming expertise in the agricultural sector will create long-term sustainability challenges."



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Great catch

ONE can be forgiven for getting too excited when the big hake catchers make a big profit splash. That's because the hake industry in the past decade-and-a-half has certainly not been characterised by uneven catches and periods where operating performance was stranded on the rocks.

But recent results from both consumer brands giant AVI – which owns I&J – and empowerment group Brimstone Investment Corporation – which controls Sea Harvest – showed profit lines have tightened encouragingly. Sea Harvest reported catches 18% higher in the year to end December 2014 compared with the same period in 2013. This was



Sea Harvest expanded its fleet with a new vessel - Harvest Atlantic Peace - for R130m.

mainly due to better vessel utilisation and increased catch rates.

Sea Harvest also saw strong local and international sales driven by firm demand for hake. Then the company was also fortunate to score from the weaker exchange rate – which helped revenue

increase 10% and gross profits increased almost 35% to R198m. Operating profits (before interest and tax) jumped by over 50% to R109m.

Brimstone was also able to increase its dividend haul. A refinancing arrangement put in place in March last year led to a significant saving in finance costs, and Brimstone – which has backed Sea Harvest since the late nineties – received a whopping R59m in preference share dividends and redemptions.

It seems Brimstone is confident Sea Harvest will continue to land strong catches with the company expanding its fleet with acquisition of a new vessel, Harvest Atlantic Peace, for R130m.

I&J, which specialises mainly in catching and selling frozen hake, appears to be delivering a hefty profit catch for AVI, which has invested substantially in the past financial year. AVI's recent trading update for the six months to end December showed that I&J generated a 20% increase in revenue to R982m.

The improved performance at I&J justifies AVI's decision to invest R108m in a new deep sea fishing trawler and a used freezer factory ship. These are both expected to be ready to take to sea at the start of 2016 financial year. I&J also invested in a second deep sea trawler, which will be used until the end of May this year.

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Torre Industries acquires Elephant Lifting Equipment

TORRE Industries is adding Elephant Lifting Equipment to the Plant and Equipment Division of its group of companies, along with SA French, Manhand and Kanu Equipment. The ultimate aim is to combine SA French and Elephant Lifting Equipment under the umbrella brand 'Torre Heavy Lifting' which, combined with the extensive distribution network of the Torre group, will allow Torre to offer a total lifting solution from consumables to tower cranes to its customers across Africa.

The acquisition was announced on the Johannesburg Stock Exchange on 20 November 2014 and Competition Commission approval is expected

in January 2015. SA French and Elephant will continue to trade under their own names for the foreseeable future, however integration between the two entities will commence from 1 January 2015.

Elephant Lifting Equipment is headquartered in Centurion and has branches in Durban and Pemba, Mozambique, as well as a manufacturing facility in Pretoria West. Its 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



A load test being conducted on a beam designed and manufactured by Elephant Lifting Equipment for lifting multiple 1t sugar bags at a sugar-processing facility.

rigging accessories. used, there is probably another 20% of the total value of the crane that we can offer in addition services," Quentin Van Breda, Managing

Director, SA French, says. "The acquisition will allow us to offer a genuine one-stop shop for tower cranes, from slings to shackles, concrete buckets and pallet forks, for example. We can now even offer foundation bolts and spreader beams in-house."

SA French offers both European and Asian versions of the Potain tower crane range. 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. "We have not dropped below 85% over the past three years," Van Breda says. SA French's hoist range includes Orbit and Torgar brands, while it also offers Dieci telescopic handlers and

self-loading mixers. It has a rental fleet of 20 cranes and 27 telescopic handlers and hoists.

Recent new-crane sales include a MC235 conventional crane and two MCT205 topless cranes for the WBHO/Tiber Bonvec JV building the new Discovery Health head office in Sandton, Johannesburg. SA French also sold two new MC125 cranes sold to M&T Developments. Repeat customer Trencon Construction acquired a MC125 crane for a university in Kimberley, following its purchase of an IGO 50 self-erecting crane a year ago, in addition to an MC205 crane that is still active on the KPMG extension project off Empire Road in Johannesburg.

Konecranes unveils powerful new CLX chain hoist crane

AS a global provider of lifting solutions, Konecranes says it continuously develops its product range in order to offer its customers safe, top-quality and high-performance lifting equipment for greater productivity. One of the latest enhancements to the industrial cranes portfolio is the new CLX chain hoist crane which is now available in Southern Africa.

Available in safe working loads the CLX chain hoist is suitable for many industries, like general manufacturing or maintenance applications. It also has the flexibility to be configured into a diverse range of industrial environments to fulfil the customer's lifting needs – from the most basic to the most demanding.

Durable components, compact headroom and a high level of operating safety results in excellent performance, with 300 starts per hour. Standard temperature monitoring prevents the motor from overheating, while additional standard van ventilation leads to improved hoist performance.

In lifting operations, the brake of the chain hoist is an essential part of the product safety. In the CLX chain hoist, the new self-adjusting brake has been designed for over a million operations, which translates practically into the entire lifespan of the hoist. For additional safety, the brake and the clutch have been installed on the same axle, which ensures that the load will not drop or micro slip, even if the clutch should fail.

Another innovation is the patented chain sprocket that reduces the bending stress on the chain links under load, leading to an up to four times higher chain

life. True vertical lift improves work safety and traveling inverters increase the accuracy of load handling.

An example of where accuracy in load handling also plays a big role is in a truck repair shop in Nederland. The MAN Nederland Dealer lifts loads, mostly consisting of heavy and expensive parts, like motors, gears, or tires. This requires a smooth process. The two CLX chain hoist cranes greatly enhance the load positioning, which proves particularly useful during precision tasks, like removing and replacing engines.

Another case, in

which the CLX product has proven its reliability, is in the production and handling of pipes and irrigation equipment at Valmont in Dubai, United Arab Emirates. "Since installing the hoist, we have not had a single problem as of today," says Ganesh Pai, Procurement Manager at Valmont Middle East. He continues, "We are very satisfied with the hoist and have also ordered a second CLX hoist to further increase productivity."

The ergonomic features of the CLX chain hoist crane support a safe and smooth workflow. An ergonomic

pendant with simple and logical controls will make operation from February 2015 onwards, even easier and allows intuitive one-handed operations. The wide functionality of the hoist is further complimented by its modern looks for which it was awarded with the Red-Dot Award for excellent product design.

The CLX chain hoist provides swift maintenance access. All components that require maintenance are easily accessible and do not require the removal of any parts, which makes maintenance significantly easier and faster. An uninterrupted oper-



ation is further guaranteed by the Konecranes global service network and spare part distribu-

tion centers. With over 600 service locations in almost 50 countries, the company has the

largest service network in the industry and provides high-quality service 24/7.

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HBPR/K79

Your lifting tackle – Is it legal or lethal?

ALL lifting equipment must be regarded as safety critical items in the work place. It is therefore essential for all users that conduct lifting operations, to have a “Safe Lifting Programme” in place. This will ensure legal compliance with the various lifting equipment regulations of the OHS Act and MHSA, as well as conformance to International quality standards.

In addition to lifting, lowering and stacking loads properly and safely, the service life of lifting equipment will be extended if properly used, maintained and inspected.

A “Safe Lifting Program” should include the following elements:

- Ensure that the correct type and size of equipment is used for all particular lifts
- Train all operators to use this equipment correctly and safely
- Inspect all equipment regularly and properly by trained inspectors
- Keep all registers,

certificates, appointments and documentation in order

- Implement and maintain a scheduled maintenance program
- Store equipment correctly when not in use
- Comply with applicable OHS Act or MHSA Lifting Equipment Regulations and also have a written SOP (Standard Operating Procedure) or Works Procedure for lifting operations

Because of the inherent dangers involved in lifting operations, only top quality slings and hoists, supplied by distributors of OEMs (Original Equipment Manufacturers) should be used. This is important, not only to verify the supply and use of quality lifting products, but also for trace ability to the OEM for his support, should an enquiry arise following an incident or failure.

DMR 18.10 (e) of the OHS Act requires a visual inspection (not test) on all lifting tackle at least every three months by

a trained appointed Lifting Tackle Inspector (LTI.) The results of these inspections must be recorded in proper registers, and these registers must be available for scrutiny by an auditor or Department of Labour (DOL) Inspector. The LTI can be an in house appointed person or a contracted service provider. All LTIs must be appointed in writing.

Apart from regular pre-use and periodic visual inspections, all lifting machines and hoists, including chain blocks and lever hoists, must also be load tested annually by a company that is registered with the DOL. The inspector who conducts the load test must be registered with ECSA.

It is important to note that lifting tackle, including slings must not be load tested in use. This is in fact illegal and condemned by manufacturers. Lifting tackle and hoists must be supplied with either a Test Certificate or Conformance Certificate.

Premium brands for the SA market

POWERMITE, a Division of Hudaco, is a supplier of components, equipment and systems to the mining, marine, industrial and general engineering sectors in Southern African for over 45 years. ISO 9001:2000 accredited, the company's extensive product portfolio includes a range of energy supply systems, motorised and spring cable reels as well as industrial and mining cables, plugs and sockets. First established in the late '60's with the express purpose of serving the South African market, Powermite enjoyed a substantial increase in market share in the materials handling sector. The company was soon positioned as a 'one stop' supplier in the field of electrical crane materials and flexible cables. Expansion necessitated a number of relocations to larger premises. When, in 1989, Messrs Ampco (Pty) Limited and Stromag S.A. (Pty) Limited merged to form the enlarged Powermite of today, the company purchased new premises in Roodepoort on Johannesburg's West Rand, which is current Head Office.

“Powermite is a pioneering company, having been responsible for introducing a number of South African firsts such as cable reeling drums, conductor systems, festoon systems, flat cables as well as a large variety of industrial plugs and sockets of various specifications,” says Direc-



Powermite head office in Roodepoort, Johannesburg.

tor, Donovan Marks. According to Marks, the company's successful 45 year track record has ensured the securement of a number of exclusive distribution rights for the supply of premium brand products to Southern African mining and industry. Companies include Conductix Wampfler, EKD, Telefonika, Mennekes and Proconnect. “We also supply a range of high quality cable accessories through our company division, Three-D Agencies,” affirms Marks.

Fundamental to Powermite's success is the company's commitment to supplying quality products and optimising de-

livery response time for maximised reliable performance and minimised downtime.

“We continuously invest in researching local manufacture to produce world class products supported by service excellence. We bring our products and service expertise to the customer through our wide distribution network of well-stocked branches in Cape Town, Durban, Witbank, Richards Bay, Rustenburg and the East Rand as well as the Carletonville mining area.”

Marks adds that Powermite committed to developing its footprint across the African continent. “We serve some

14 countries across South Africa's borders, including Mauritius. Currently, we are focusing strongly on Botswana and Zambia along with Zimbabwe in close cooperation with Hudaco. As a registered exported Powermite has been invited by the Department of Commerce and Industry to participate in overseas exhibitions in Chile and Peru.”

“From buffers for overhead cranes to couplers for motors, we combine best-in-class products with experience, expertise and product knowledge to deliver engineered solutions to our valued customers,” concludes Marks.

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Norma Mansoor - an inspiration in the ready-mix concrete sector

NORMA Mansoor, is an unusual woman in many respects. She is the sole owner of Mix Masters, a ready-mix concrete supplier. She started her own business only three years ago with a loan of R450,000, one FAW 33.330 FC 6m³ mixer truck, a truck owner-driver and a small plant in Olifantsfontein, outside Pretoria.

Her unique 'Iron Lady'-like attitude, combined with an empathy for others, have set her apart from many other larger competitors. "Good business is built on good relationships," she says.

She has earned the loyalty and respect of many customers – even from some competitors too. This can be attributed to her unflinching tenacity to supply only the best product for a particular job without compromise on her business values.

Today, a mere three years after starting up, she runs a fleet of ten personally-owned FAW 6m³ ready-mix vehicles, an eight-tonner FAW flatbed and owns two plants - with possibly a third plant on the horizon. Her business is continuously growing, based on quality concrete without compromising on service.

"The FAW 33.330FC mixers in my fleet provide great cost efficiencies and are real 'die-hard' trucks," say Norma Mansoor. "They are robust, get the job done and seldom, if ever, have downtime – critical in my line of business."

The 33.330 6x4 mixers are powered by a hardy 9,726cm³, six-in-line, water-cooled turbo-charged and intercooled Weichai engine, which produces a solid 2,45kW at 2,200rpm and a healthy 1,250kN torque at 1,400rpm.

"The chassis' are sturdy and strong, the drivetrain is simple and easy to maintain. I think it's the simplicity of the vehicles that contributes to so little going wrong with them."

Vehicles under warranty are serviced through the FAW network, while a fulltime diesel mechanic services older ones on-site. Mix Masters fleet is spotless, as a complete wash-down and water spray is done on each vehicle leaving the plant on every trip. "My trucks reflect my business – they have

to be immaculate." Blazoned on each truck is the slogan 'All glory to you, God.'

Norma explains, "I'm not religious at all. I serve a big God. I believe in truth, integrity, honesty and fair dealings and, so too, acknowledge God in my company and in

my life."

Norma is a formidable business woman who has built her reputation on a superb understanding of her concrete products, and an exceptional understanding of the challenges facing customers and their logistic frustrations.

What makes her unique are the principles and values she applies to her business. One seldom sees her type of commitment to her customers, as she will personally stay on a customer's site when there are logistics issues. She will stay into the dark hours to

oversee that a particular order is executed perfectly. She demands respect for herself and her employees, looking after their needs before her own.

"Honesty, integrity, respect and self-belief have contributed to my

Continued on P40



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Consistent policies and testing are key to curbing alcohol abuse in the workplace

THE festive season may be over for another year, but this is no reason for organisations to reduce their efforts to curb alcohol consumption in the workplace. This according to Rhys Evans, Director of ALCO-Safe.

"The reality is that South Africa has a drinking culture, and alcohol abuse is a problem throughout the year and not just over the December period. Applying policies and testing solely during this time is simply not the most effective method, nor is it compliant with health and safety regulations. In 2015 organisations should look towards implementing alcohol testing policies that are consistently enforced throughout the year, and not selectively during the festive season, for more effective control and improved health and safety compliance," Evans said.

For many organisations, especially transportation and logistics companies, the festive season is particularly challenging with regard to ensuring drivers do not operate under the influence of alcohol. The holiday period typically sees an increase in alcohol consumption as well as an increase in traffic accidents and road deaths. In order to minimise the dangers of drivers operating un-



Rhys Evans, Director of ALCO-Safe.

der the influence, these companies often enforce random alcohol testing.

While this is an effective way to address the issue in the short-term, in the long-term it is generally ineffective at controlling the use of alcohol in the workplace.

"Aside from creating resentment from employees and extra stress for management, selectively enforcing alcohol testing only during certain times of the year does nothing to create the desired culture of responsibility and accountability with regard to alcohol consumption. Achieving this requires a combination of effective policies and procedures, education to help change culture, and quality testing equip-

ment that can be used to enforce policies consistently throughout the year," Evans explains.

Evans suggests that developing effective policies and procedures and importantly, enforcing these policies and procedures, is essential to ensure that random testing takes place on a regular basis. In addition, awareness of policies needs to be created throughout the organisation, not only around the existence of policies and the process followed but also the need for these policies in improving safety for all concerned. Further to this, education is also an essential foundation in minimising alcohol consumption in the workplace. Often, employees

are not aware of the harmful consequences of alcohol usage on their health, the safety of the workplace, and in the case of transport and logistics, of other road users. Education can help employees to understand the reasons for alcohol testing, how to drink more responsibly, the impact of alcohol on their health, how breathalysers work and so on. It is also essential to help ease the transition to a culture of continuous testing and enforcement of policies throughout the year.

"Supporting policies and procedures, organisations should also implement appropriate high-quality alcohol testing equipment. A variety of different

breathalyser solutions are available to meet the needs of workplaces across industries, and are essential in enforcing policies and ensuring compliance with health and safety regulations. Purchasing leading solutions from a reputable supplier will ensure that organisations continue to benefit from their breathalyser investment throughout the year and for many years to come."

"Alcohol use in the workplace and on the roads is a problem all year round, and not only over the festive season. Random testing and consistently enforced policies throughout the year are essential in creating a culture that alcohol abuse is never acceptable at work. This not only dramatically improves health and safety, it also prevents additional stress during the holiday period, as alcohol testing and policies are no longer an issue that is only applicable at a certain time of year," Evans adds.

"High-quality equipment, effective policies and education and consistent enforcement will enable businesses, particularly those in the transport sector, to better control the number of workers operating under the influence, with positive knock on benefits all round."

Norma Mansoor - an inspiration in the ready-mix concrete sector

Continued from P39

success," she claims. "I have been privileged to have had a number of superb mentors. All of them – people who are well-known in this sector – who believed in my passion for the business, saw that I was prepared to learn and work hard. They treated me as a serious

professional, and not merely a 'woman,' and gave me the opportunity to grow my knowledge and experience."

During the three decades Norma has been active in the concrete industry, she moved through the ranks at a pace seldom seen – moving

from processing production orders, onto programming the truck logistics, into sales and ultimately became a key account representative to the blue-chip clients of her employer at the time. She was the youngest person and only woman in that company to be

offered a production plant manager position.

She branched off and became one of the most renowned regional brokers in the ready-mix concrete industry. "However, my dream was to own my own business someday."

In 2011 she took the plunge and with a great track record in hand and a lot of guts she approached aggregate supply companies, who were prepared to extend a line of credit from the beginning - highly unusual in this business.

"I run a 'tight-ship' with a highly hands-on style. My management team consists primarily of my daughter, who is responsible for all our logistics planning, my trusted accountant and cost controller, and my operations manager. But I also allow my team to make decisions based on their expertise – that's how I learnt, so that's how

my team manages their portfolios. My drivers are well-trained, love their trucks and look after them as their own, and I hold them responsible for quality driving style and keeping our running costs in check. They too share in the business responsibilities and contribute to our collective success – we are a real family-oriented and partnership-based business."

"My relationship with FAW is based on similar expectations," says Norma. "The FAW people are on call when I need them, they understand me and my business. I only buy FAW and only genuine parts, I expect the same loyalty from FAW when I need them and I get it. No issue is too small for FAW to come to my aid when I need it. This is what I want from a partner and what I get from FAW."

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Tipping the KAP

A DYNAMIC conglomerate is taking shape is Stellenbosch as KAP Industrial's operational cogs begin to spin cash. KAP was initially the brain-child of Western Cape-based German investor Claas Daun, but has since fallen under the influence of his good friend Markus Jooste via Steinhoff International (which now controls KAP.)

There has been some operational tinkering under Steinhoff – which introduced logistics, transport and timber to KAP's existing mix of chemicals (mainly resins used for plastic bottling,) automotive component engineering and furniture component manufacturing. KAP has also cut away its more marginal businesses, selling off its footwear operations and its food manufacturing interests (Bull Brand being sold to Rhodes Food Group, which features elsewhere in this edition.)

This means – as new CEO Gary Chaplin – pointed out – that KAP is backing established businesses that provide high barriers to entry and generate good quality earnings off solid margins and strong cash generation.

In the half-year to end December KAP generated over R8bn in turnover, which suggests the group will comfortably surpass the R16bn revenue mark for the full financial year. More impressive, though, was that the 8% gain in revenue was translated into a resounding 19% increase in earnings to R444m. It seems KAP fired on all cylinders in the interim trading period. Chaplin reported that the Diversified Logistics Division increased revenue by 6% to R4,2bn in a competitive market within a subdued economic environment. He said the restructure of Unitrans Supply Chain

Solutions (USCS) resulted in cost savings and efficiencies that protected margins. But he noted the reduction in fuel prices had little effect on the contractual logistics business as these reductions are contractually passed on to customers. But Chaplin indicated that the Passenger Division benefited from the reduction in fuel price in the intercity and tourism markets.

He noted that in the Freight and Logistics Division there were improved volumes in the Foods, Industrial and Freight Forwarding operations, which offset a poor performance in the furniture sector. Chaplin highlighted an improved performance was produced by the Fresh Freight operation.

In the diversified industrial hub, Chaplin pointed out that the timber and manufac-

turing businesses were combined into a single focused industrial business in order to better align skills and extract group efficiencies. He said there was solid growth in revenue and margins across this segment – but this was offset by poor results in the furniture components business. Chaplin said the Integrated Timber Division (PG Bison) delivered solid revenue and operating profit growth.

He said KAP's Chemical Division (Hosaf and Woodchem) delivered strong growth in revenue and operating profit.

“Woodchem volumes increased over the comparative period due to market share gains, while Hosaf increased its sales volumes in line with market growth.”

Feltex Automotive delivered strong growth in revenue and

operating profit, with vehicle build volumes increasing. Chaplin said automation initiatives and efficiency improvement programs continued during the period.

While the furniture components division came under operational pressure, it does seem that KAP remains enamoured with this market niche.

Chaplin disclosed that KAP had concluded the acquisition of Restonic, giving KAP a chance to create a fully integrated bedding business in Africa.

It seems KAP – despite plenty organic growth potential on hand – will also be on the look out for new opportunities to add to its heady operational mix. Chaplin confirmed the company was keen for bolt-on acquisition opportunities.

Imperial Hino Parow named Dealer of the Year

IMPERIAL Hino Parow, an Imperial Auto dealer was named Dealer of the Year for 2014 by the brand, a fitting addition to the dealership's cabinet of awards that already includes three consecutive Customer Experience awards.

“This award has been made possible by my teams' commitment to outstanding service, and their attention to detail,” says Wouter Nel, dealer principal of Imperial Hino, Parow. “We all focus 110% on making sure that every customer who leaves here is happy and satisfied, that they will come back to us for their next vehicle, or that they will refer their friends, family and business contacts to us too. Our

motto is part of our everyday dealings with our customers ‘Business goes where it is invited and stays where it is treated well.’”

The dealership employs 40 people, and was established 21 years ago. “Having the Imperial Auto brand behind us is of great support,” says Nel. “It means that we have all the resources and support that comes with being part of one of the biggest motor retailer groups in South Africa, and it's a combination of this and my team's hard work that saw us take the title over the 56 Hino dealerships in South Africa.”

Imperial Hino has four dealerships under the Imperial Auto banner, based in Germiston, Tshwane, Nelspruit

and Parow. These dealers specialise in the sales, service and parts supply for the complete range of Hino commercial vehicles. “At Imperial Hino we believe in offering our customers the best in transport solutions whatever the application. We pride ourselves in our quality service and expert knowledge in the range of Hino trucks we sell. Which is evident in our recent success, as all our dealerships won awards in the 2014 regional dealer awards ceremony.” says Henrie Marx, franchise director for Imperial Hino. Hino is a Toyota Group company, and offers dependable, reliable, high quality trucks across four series.



Imperial Hino Parow – Dealer of the Year




IMPERIAL Hino, part of the IMPERIAL Toyota group of companies, specialise in the sales, service and parts supply on the complete range of Hino commercial vehicles. Hino is a Toyota Group company.



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The Rapunzel saga

Continued from Back Page

useful little “Rapunzel, Rapunzel, let down your hair” chant. The rest is history – in no time at all she was pregnant and all hell broke loose. For the full story read the book or rent the video (actually stars a young Jeff Bridges!)

The point is that, to me at any rate, the story has quite a few interesting facets – pregnancy cravings, listening to your spouse when your instincts tell you otherwise, the problem of teenage pregnancies and the dangers of over-protecting your children by shielding them from the real world and, of course, the advantages of long hair.

For the record, an admittedly brief research on my part seems to indicate that no single expert seems to be entirely sure of the reason behind the well-known cravings experienced by pregnant women. Ice cubes, ice cream, chocolate and

potato crisps seem to head the list, but there are records of some pretty bizarre ones such as chewing old cigarette butts. A gynaecologist colleague told me that his wife started buying random side-boards during her pregnancy – she had never shown the slightest interest in this form of furniture before and, indeed, after the pregnancy lost all interest in her collection! Ice cubes are certainly lighter on the wallet. Teenage pregnancies, parental over-protection and telling your spouse things such as: “I warned you, but, oh no, you knew better!” – these are all subjects fraught with dangers and misinterpretation – so let’s move on to long hair, safer and more interesting.

For much of human history, both men and women had long hair, while men usually had long beards as well. As a matter of interest,

humans, horses and orangutans are among the few species that can grow very long hair. Humans apparently lost their fur between two and three million years ago as part of the transition from forest to open savannah, but cranial hair remained a useful thermal insulator and, in those old mammoth hunting days at any rate, long hair was a sign of good health, youth and fertility – a sexual signal in other words.

Alexander the Great had his men tie their hair in a ponytail before battle (less to grab in battle) while later Roman generals insisted on very short hair. For a long time short hair was associated with order, discipline and manliness. To a degree this idea persists today – periods when long hair was fashionable (think Beatles, hippies, rock bands, Bob Marley, Bob Dylan and intellectuals) are still regarded with some suspicion.

But in spite of the clean-cut Roman look, the middle ages degenerated into long hair again. To the man in the street – or field – it was simply a matter of the difficulties of having the locks cut – usually with a sword or sharp knife (modern scissors were only introduced in 1761, I’m told.) The nobility shaved their heads but – paradoxically – did this so that they could wear long wigs. The fact that these wigs were made from human hair caused a drop in the demand during the Plague years – potential buyers were afraid the hair had been harvested from dead plague victims. Wigs slowly lost their popularity, but the nobility compromised by powdering their now longer hair, making it look as if they were still wearing a wig. As is often the case in the world of fashion, it is all very confusing.

Over the past hundred

years or so, hair length fashions have really just gone in cycles, a matter of ‘hair today, gone tomorrow.’ Before the outbreak of the First World War, men generally had long hair and full beards, but life in the trenches with mud and lice as daily companions (not to mention death) dictated a return to Roman short hair. Hirsutism fought a rear-guard action by encouraging bushy moustaches. The Second World War had the same effect, but after the war people like James Dean and Elvis slowly fought back with side-burns and long hair combed into a saucy wave up front. Beatnik poets and the emerging Beatles and other rock stars shocked parents and delighted rebellious youth over most of Western Europe. The ‘flower-power, peace loving Woodstock generation and reggae fans took the fashion to, excuse the pun, new lengths. The 21st century seems to be starting with male hair kept relatively short, but who knows, possibly I’ll be back in fashion in a decade or two.

Religious and cultural influences also play a role – the Sikhs are against the cutting of male hair, while Buddhists and many other orders of monks shave their heads. The Nazirites of the Old Testament (Samson being a well known example) favoured long locks (as, apparently, did Jesus and some of His apostles) while Paul thought short hair was the way to go.

Actually there is a limit to adult human hair-length – the average human hardly ever reaches more than a meter or so. Xie Qiuping (presumably Chinese) holds the world record of 5.527m – recorded in 2004.

In the final analysis, it’s a personal matter, but I still cling to the idea that healthy long hair sends out signals to the opposite sex – notably that here is an individual who is healthy and virile. However, at my age, I’ll have to aim for over 5m hair-length to compensate for the other, contradictory, signs that clearly spell out that this poor sod is well past his sell-by-date. Oh, well.

And here is a final thought from Bruce Robinson (British film-maker): “I don’t advise a haircut, man. All hairdressers are in the employment of the government. Hairs are your aerials. They pick up signals from the cosmos, and transmit them directly into the brain. This is the reason bald-headed men are uptight.”

IN THE NEXT ISSUE:

- Packaging: Printing, marking & stapling / Materials, machinery & converting
- Polymers, plastics & moulding: Applications & allied industries
- Maritime industry: Port operations / Shipping
- Offshore diamond mining & drilling
- Industrial metals and allied industries: Ferrous & non-ferrous
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Jimmy Kruger and the dominee

A question once often asked – mostly when Americans were involved but also here in South Africa – is this: “Where were you when you heard that President Kennedy had been shot?” And, unlikely as it may be, most people could remember exactly where they were and what they were doing, even decades later.

With time, such events became known as Kennedy moments. The thinking behind it is that the Kennedy assassination was so shocking that it magnified our senses out of their daily reality into some super-awareness. Then the moment we were first made aware of the event would be tattooed in our memories forever.

Speaking for myself, I buy into it fully. I was only just into my teens on 22 November 1963, but I remember exactly where I was and what I was doing that evening, when I heard that Jack Kennedy had been killed by an assassin in broad daylight on a street in the Texan city of Dallas. I was in my father’s car, parked in Cape Road, Port Elizabeth, listening to the radio. And when I eventually went inside to tell the grown-ups, they wouldn’t believe me. I had probably misheard the name, they said, maybe it was Kaunda or some other name starting with a K.

We had similarly traumatic events in South African politics. I also remember clearly where I was when I learned that Dr Hendrik Verwoerd had been assassinated in his Parliamentary bench in Cape Town.

And I remember vividly the moment I learned of Steve Biko’s death, while he was in the care of the South African Police. I was in my office in a Pretoria skyscraper, where I was working as the Pretoria bureau chief for The Citizen newspaper. On that early spring afternoon in 1977, my late colleague Tom Roy came in with the day’s final edition of the Pretoria News and, without saying a word, placed his finger on the report. It was just a paragraph, just the bare fact, all the news that was available before the last deadline of the day: Biko was dead.

Nothing much fazed Tom Roy, but he was wide-eyed and he just stared at me. I’m sure my reaction was the same. We both knew this was it, serious trouble, a Kennedy moment. We had to drop everything else and start working on that one story.

But our editors in Johannesburg did not agree. They wanted the other stories we were writing. As for the late Steven Bantu Biko and the manner of his death on 12 September 1977, they would go with the official press release by the cops.

And today, if you let all the torturers of the Inquisition loose on me, I would not be able to name one of the other stories of the day on which Steve Biko was killed. But the full catastrophe was all over the front page of the Rand Daily Mail the next morning, unearthed and written by a young, blonde and very go-getting reporter. Today, as you no doubt know, she is the Leader of the Opposition, Helen Zille.

And that afternoon, again, the Biko stories filled the front pages of the papers.

In-between the Minister of Justice, Jimmy Kruger, said the whole thing left him cold and the furore just got worse.

Both Tom and I resigned from The Citizen not long afterwards.

These events came back to me when I met someone who had been a good friend of Dr Izak de Villiers – minister of religion turned magazine and newspaper editor. I edited the manuscript of Strooidak en toring, Izak’s much acclaimed last book. More than a biography, it is a record of selected episodes from his long and fascinating career. Such as his recollection of the evening when he and Jimmy Kruger were both dinner guests at the home of former Springbok rugby player and prominent businessman, Jan Pickard.

That was in the late winter of 1978, not quite a year after Biko’s death. De Villiers was a local church minister and Kruger had just returned from a short trip to the United States. As the male guests were congregating at the bar, Kruger was animatedly regaling them with his American adventures. He had been welcomed with open arms everywhere, he said, and everybody wanted to hear about separate development.

Then he added, “And the whole Biko thing has run out of steam.”

No Americans had asked any questions about Biko, just the odd left-wing chappie with wild hair and a beard. The South African press had gone crazy, but in the US there was no interest in Biko. They had their own problems. “I’ve been telling our people all along that Biko is not such a big issue as they’ve made it.”

This was followed by a somewhat uneasy silence, broken by De Villiers himself: “Mr Kruger, with every respect to you and your position, I have just returned from the United States [as part of the US-SA Leadership Exchange Program] and I did quite a bit of travelling as I was required to address audiences on the latest events in South Africa.

“The speeches went quite well, but every time I thought I had won the audience’s sympathy, someone got up at question time and asked, ‘And what about Steve Biko?’ Time after time that had me neatly cornered while the words from the audience came down on me like hammer blows. You and I have evidently visited different Americas.”

The other guests were silent. Kruger was turning several shades of red. When he recovered, the minister spoke like a politician from a school-hall stage: “Sir! Are you saying I am lying? Because if that is what you are thinking, I am telling you in your face that you have no idea what you are talking about. You may have been in the US, but I have met the leaders, the leaders of the people. I don’t know who you were visiting and, frankly, I don’t want to know.”

But De Villiers told him anyway: Mostly Chicago, the press at the Sun Times, also Washington and Capitol Hill, several Ivy

League universities and the United Nations. All the time bugged by the feeling that he was defending the indefensible.

Kruger interrupted, “And what would you have done in my place about Biko? You who know so much, what do you know about politics? Sir!”

Izak De Villiers took a sip of Jan Pickard’s Chivas Regal, thought about biting his lip, but then replied. It was possible, he admitted, that, in the heat of the moment, he might also have said those damning words.

“But if I had said his death left me cold, I would have been on TV that very night to sincerely apologise, in front of all the listeners. I would have said that the words had been spoken in the heat of the moment and that I was truly sorry.

“I would have apologised to Mr Biko’s next-of-kin and explained that I had not meant it in the manner in which it had been understood. Nobody’s death may leave anybody cold, certainly not someone of the Christian faith. I would also have apologised to the people of South Africa: ‘I am human. I make mistakes. Forgive me. And I promise that I will have every aspect of Mr Biko’s death investigated to the bone.’ That is what I would have done. Sir.”

Jimmy Kruger had the last word, “Sir! If you had done that, I promise you, you would have been politically dead. Done. Finished.”

ON THE CONTRARY



Pieter Schoombie

At the dinner table they sat far apart and spoke about other things. De Villiers felt a little guilty, the bad guy who had spoiled the party mood. But after the Krugers left early, Jan Pickard said to him, “Jimmy doesn’t realise it yet, but politically he has been dead months ago.”

And then, some six months later, the phone rang one Sunday evening at the De Villiers home. It was Jimmy Kruger’s wife, Susan, and she asked Izak to hold the line for Jimmy. The notorious Justice Minister came on the line and warmly greeted his one-time adversary, “Izak, I have listened to your radio service from Constantia this morning. I was deeply touched. Thank you very much.”

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The Rapunzel saga

Some random thoughts about long hair

FOR most of my adult life I have had, to my late mother’s constant disapproval, longish hair. For a brief period in the 70’s this was even fashionable. But, in stubborn disregard for later trends, I kept my collar covered – until a recent local ‘shavathon’ in support of one of our local youngster’s chemotherapy-induced baldness.

This got me thinking about **Vareianella locusta** – better known in Europe as ‘lamb’s lettuce’ – an edible leaf vegetable that grows in the wild. One of its other popular names is ‘rapunzel.’ Once upon a time, or so the Brothers Grimm tell us, a pregnant lady noticed the plant growing within the walled garden of a local witch and, in the time-honoured way of pregnant ladies the world over, she suddenly had an inexplicable craving for the juicy leaves. Her husband, against his better judgement, was talked into scaling the wall and procuring the greenery. Unfortunately her craving knew no bounds and on a subsequent trip over the wall Dame Gothel, the evil witch, nailed him. He begged for mercy and the evil crone swung a deal – he was to hand over his yet unborn

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Peter Reinders

child in exchange for his life. His wife’s opinion about this deal is not recorded, but in time the girl, named Rapunzel after the mother’s pregnant cravings, becomes the most beautiful girl in the world.

Dame Gothel, seeing this unparalleled beauty, realized that firm contraceptive measures were called for, so she sealed Rapunzel off in a high tower without doors. Parental visits were made possible by shouting “Rapunzel, Rapunzel, let down your hair, so that I may climb the golden stair.” – at which point the young lady would swing her incredibly long, braided golden locks out of the solitary high window, enabling the witch to climb up and shoot the parental breeze.

Regular readers of The Brothers Grimm will recall that, in time, a young prince heard about the high-tower beauty. Luckily for him, he spied on the witch and learnt the

Continued on P43

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