

CAPE Business News



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MAY 2015

So long Sekunjalo, hello AEEI

Last month Sekunjalo changed its name and celebrated its strongest set of interim results.



10

Saldanha Bay IDZ construction to start in August

This construction work will include sewer reticulations, water and electrical service installations as well as roadworks.



12

Matrix apartments sell out within minutes

The 51 apartments in the Matrix - a part of Centry City's R1bn conference centre precinct - sold within 45 minutes.



21



Low hanging fruit at Capespan?

AGRI-BUSINESS investor Zeder looks determined to own 100% of Bellville-based fruit exporting Capespan. Zeder has made an awfully generous offer to the 25% shareholding in Capespan that is in the hands of minority shareholders – arguably underlining an unshakeable belief in the future promise of a business that has always not delivered consistently on profits over the years. The question then is what Zeder – which is renowned for making astute agri-business investments – is really seeing in Capespan?

The company's fruit division – the biggest segment by revenue – saw total volumes hampered by lower production yields from the southern hemisphere as well as the negative impact of Citrus Black Spot on citrus volumes from South Africa. Capespan MD Johann Dique said total fruit volumes in the year to end December decreased by 11% when compared to the prior year. But he noted that similar pricing in original currencies were experienced, which meant revenue increased marginally due to the weakening of the Rand.

Although the overall performance of the division was 26% down on the previous year, there were some bright spots. Dique said operating results from Golden Wing Mau in China exceeded expectations due to the continued expansion and growth in the local and import markets. He said excellent results were also reported by Capespan UK and Capespan Egypt as well as Metspan and Capespan North America. Dique said the poor

performance in overall operating results came from a decline in Europe and margins that remained under pressure in Japan due to the continued depreciation of the Yen. Capespan South Africa showed a loss for the year.

But the fruit division is by no means on the backfoot. Significantly Golden Wing Mau expanded its footprint with the creation of a joint venture company branded as May Fresh, as well as the acquisition of a 25.1% shareholding in Good View, based in Hong Kong.

In addition, the restructuring of fruit logistics in South Africa saw Capespan acquiring a controlling stake in Aspen Logistics – which has subsequently been rebranded as Contour Logistics. Dique said all fruit logistics of Capespan South Africa will in future be handled by Contour Logistics.

"This was, however, still work in progress at year-end and will be fully stabilised in the new year."

What might be really appealing to Zeder is that Capespan's fledgling farming operation is starting to show great potential. Dique reported that both yield and quality in grape production increased in financial 2014 and resulted in substantially improved results. But he cautioned that most of the improvement was neutralised by very low market realisations in the European markets over the December 2014 and early 2015 marketing activities.

He said production yields on pome fruit and citrus were down on the previous year, but that efficiencies on all farming operations have improved. The recurring

operating results from farming operations overall showed a most encouraging 53% improvement on the previous year despite what Dique described as "the severe challenges in market realisations of table grapes."

Dique revealed that expansion and renewal of farming operations continued during the year with over R96m being spent on new and replacement of existing vineyards and orchards, upgrading of packhouses as well as the replacement of vehicles and machinery.

CBN's guess is that Zeder is probably most enamoured with Capespan's promising logistics operations. Dique reported that the strategy of handling general cargo all year round at the FPT division had resulted in good growth during the financial year. But he said this growth was tempered by the decline in the volume of fruit pallets handled.

Although the softer fruit volumes meant a decline in revenue, Dique disclosed that gross profit improved by 7.2% as a result of efficiency improvements made possible by the implementation of new systems and operating procedures at FPT terminals. He singled out the Cape Town terminal as producing a "very good turnaround," delivering a profit "that was long overdue."

Overall the Logistics division performed commendably, delivering an increase in recurring operating results of 24% over the previous year. Looking ahead, Dique stressed that the strategy of transforming

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Cape Town foreshore building breaks ground



KPMG Place is the first commercial building for years to be built along the "frontline" of the Foreshore area.

A new R400m mixed-use tower at the gateway into the Cape Town CBD will house the offices of KPMG and become a beacon for green development in the city.

What will become the new home of CBD-based accountancy firm KPMG has just commenced construction in the Foreshore area of the Cape Town Central City, on the corners of Martin Hammerschlag Way and Christiaan Barnard Street.

Craig Armstrong, spokesperson for the developers, FWJK, announced that construction work had begun on KPMG Place, a R400m project being developed for the Pietermaritzburg-based Ducatus Group and the first commercial building for a number of years to be built along the "frontline" of the Foreshore area running alongside Nelson Mandela Boulevard.

The Chairperson of the Cape Town Central City Improvement District (CCID), Rob Kane, notes that this is part of a massive reurbanisation of the Foreshore area. "As the CCID, we define this area as stretching from Riebeeck Street and Old Marine Drive down to Table Bay and Nelson Mandela boulevards, and bordered on either side by Buitengracht and Christiaan Barnard Street.

"Of the more than R7bn of

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Phumelela takes a punt

ALTERNATIVE gaming group Phumelela – which still holds a strong position in the tote betting industry – has bought a strategic stake in Cape Town-based online fixed-odds operator Interbet. Phumelela disclosed no value for this strategic investment, which is valued at R1.3bn on the JSE.

In a nutshell, Interbet is an online betting exchange for licensed bookmakers, which allows punters to take fixed-odds on horses to win or place, but cannot lay bets. The deal with Interbet should enable Phumelela to access TAB (Totalisator Agency Board) pools from the Interbet site, which should boost tote turnovers. Interbet offers a wide

range of betting opportunities, including horse racing, soccer, tennis, cricket, golf, boxing, rugby, motorsport, American football, basketball and cycling.

The deal forms part of Phumelela's strategy to innovate and diversify its gaming income streams as it battles with waning profits in its traditional horse racing business.

The company has already notched up notable successes in retail fixed odds and tote betting shops – recently reporting a hefty 114% rise in fixed odds operating profit to R15m in the six months to end January this year.

CEO Rian du Plessis said the company had stepped up efforts to diversify into complementary betting offerings and grow income from

non-traditional sources. He said net tote betting income on soccer alone increased by 24% to R116m, while net fixed odds betting income on sports (other than horseracing) increased by 206% to R17m and fixed odds net betting income on numbers increased by 37% to R31m. Net betting income from fixed odds overall grew strongly by 39% to R75m.

Du Plessis said these growth percentages illustrated the degree to which Phumelela's complementary soccer, numbers and other sport betting offerings were finding favour with customers.

Phumelela's Interbet investment follows similar diversification moves by gaming groups. Sun International only recently took control at Cape Town-based Voltbet, which is now trading as Sunbet.

Western Cape empowerment icon Hosken Consolidated Investments has seen its alternative gaming subsidiary Niveus (which mainly revolves around Limited Payout Machines and electronic bingo terminals) acquiring a strategic stake in the new Kuruman casino as well as announced a move into sports betting.

Low hanging fruit at Capespan?

Continued from P1

general cargo continued during the year with the upgrading of cold-stores at FPT as well as the converting of warehousing into open areas to improve access.

Perhaps it's already possible to discern the adventurous Zeder's influence at Capespan with the company unveiling a flurry of acquisitions. These include buying cold-stores, packhouse and equipment from Novo Packhouse; business operations, moveable equipment, farm land and biological assets (pome fruit farm) from Theewaterskloof (Pty) Ltd.; and a 25% stake in Fruchtimport vanWylick GmbH in Germany.

One has to wonder where a Zeder intends taking the promising Capespan business in the next five years? In this regard it should be remembered that Brian Joffe's massive services conglomerate Bidvest and Irish fruit and vegetable giant Total Produce both built positions of influence at the company before being edged

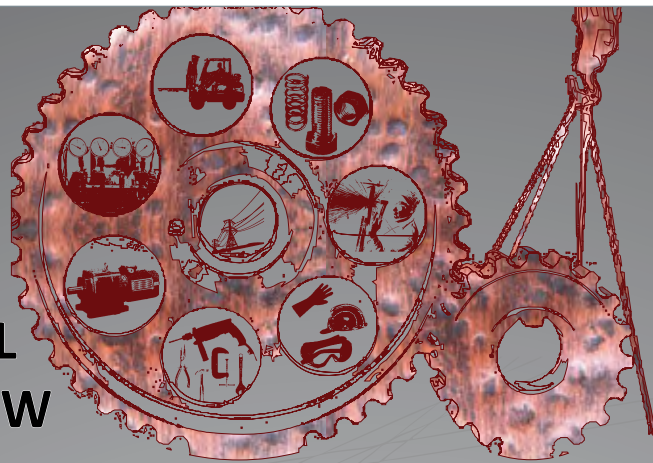
out by Zeder.

Officially, Dique reiterates that management remains committed to "build upon a valuable foundation and ensure that it remains a respected organisation in the global fruit industry."

He maintained that changes that have been implemented are all aimed at ensuring Capespan can continue to deliver on a sustainable value proposition to both leading producers and customers around the world. He specifically cited a global acquisitive growth strategy to deliver wider and deeper market penetration, service delivery and procurement footprint, the expansion of primary production of grapes and pome fruit and the expansion of capacity to improve and expand on fruit logistics and general cargo at certain key areas of the Logistics Division.

Clearly a very busy – and hopefully fruitful – period lies ahead.

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Nautic Africa now offers quayside facility management services

SPECIALIST maritime vessel design, construction and marine solutions company Nautic Africa has added quayside facility management to its ever-growing service portfolio.

Nautic commenced management of the Hamlet Quay, which is located at the Elliot Basin in Cape Town's Table Bay Harbour, in February, and will offer the full range of services associated with quayside management, namely berth space, land rental space (for containers,) security, refuse bin removal and electricity and water supply.

According to Nautic Africa's CEO, James Fisher, Nautic's deci-



Nautic Africa's CEO,
James Fisher.

sion to move into the quayside facility management was influenced by several factors, "These include the high demand for quay space during the commissioning and mobilisation phases of vessel manufacturing,

the need to provide berthing space to the commercial marine sector when the quay is vacant, as well as the need to reduce the costs incurred by the Nautic Group when using the quay to launch Nautic Group vessels for sea trials."

Fisher concluded, "South Africa has tremendous, technical competence and is a leading beacon for the development of the marine industry in Africa. The Nautic Group will continue to seek opportunities to grow South African based expertise and competence, forging the Group's – and the country's – maritime ambitions into Africa."

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Engen's BBEE deal with NEF produces retail stars

ENGEN's enterprise development partnership with the National Empowerment Fund (NEF) continues to yield great results as the company's growing numbers of black-owned service stations thrive due to hard work, clever planning and unwavering support from the company. Two dealers stand out: David Makwakwa and Thamsanqa Malatsi have grown their service station investments from average, high-potential sites into roaring success stories that will inspire other emerging businessmen and women.

"The Engen-NEF deal was signed in 2009 to provide affordable loans to black entrepreneurs, providing the necessary capital to purchase service stations," says Tasneem Sulaiman-Bray, GM of Engen Corporate Affairs. In an environment where access to participation in the retail fuels industry could require significant capital investment, the NEF deal seeks to provide support to these HDSA entrepreneurs who may be experiencing financial barriers to entry into this market.

Dumisani Bengu, Retail Business Manager.

Thami Malatsi

Malatsi and her late husband bought the All Africa Convenience Centre in Alexandra in May 2013. Shortly thereafter, the site was closed for 'reinvigoration' (renewal and additional construction to bring it up to modern standards) and reopened in December. Soon after that, her husband passed away, having grown the volumes by just under 5%, and Thami continued his good work to grow volumes by a further 67%. Thami says a site that pumps 200 kilolitres (kl.) but has potential for more, is a great proposition.

"I'd say it's the minimum starting throughput, and it brings down the price, but look carefully for high potential, which is a slightly trickier proposition. Think location, location, location."

Located on one of two Sandton thoroughfares to the N3, leading to OR Tambo International Airport, All Africa Convenience Centre

has the potential to do 500kl, she says. Even so, this wasn't a foregone conclusion from the outset.

"The business was in trouble when we bought it, and we had to do a lot to get people's confidence back."

How did she do it? "It comes down to advertising and motivating staff to deliver a dynamic service," she says. "An on-going problem is affordability. Every second house in Alexandra is a spaza shop, and our prices are not for every second person. But the superior experience you get from coming here is important to some people, and we give them that. And of course nobody can refuse convenience when the family is hungry late in the evening."

Besides financial help, Engen provides much-needed staff and management training, she says. "I went for three weeks' training at the start, to learn how to run this business. Engen sends very knowledgeable people over to come and see how we do things and advise you on ways to grow the business."



All Africa Convenience Centre in Alexandra is currently being used as a test site for solar power installations.

She's never looked back. "I'd say you're in great hands buying a dealership from Engen. It's a very good business, and I just wonder why we hadn't bought one sooner! In fact, I'm looking around for another one," she says.

All Africa is currently being used as a test site for solar power installation. The implementation of a solar photovoltaic (PV) energy production system on the site is among the first renewable energy initiatives in the retail fuel sector. The initia-

tion is in line with the company's drive to reduce its environmental impact and the national climate change response strategy.

David Makwakwa

David and Engen go back four years. In 2011 he took a seven-year loan with the NEF to buy Mohlakeng Convenience Centre in Randfontein – under caretaker-ship at the time.

During the subsequent years he grew the site's volume throughput by 60%, and sensibly

ploughed every bit of profit back into servicing the loan. As a result, he expects to pay it off in 2016 – a year ahead of term. David agrees with Thami on starting volumes, saying potential of at least 300 kl per month is necessary to do viable business.

"If I can grow it to 400,000 litres it'll be a very good business," he says.

To do that, he has partnered with other businesses in the township to attract and retain customers, for example catering to funeral pro-

cessions and rewarding the traffic department for its loyal business. As the only service station in the township, David has been fortunate in not having to share volumes with other businesses. With a background in retail (he has worked as a store manager at Woolworths and a regional manager at Shell,) he understands the delicate balance between low margins and high volumes. "If the business in the area is not above 400,000 litres, you cannot share it," he cautions.


"The Engen-NEF deal was signed in 2009 to provide affordable loans to black entrepreneurs, providing the necessary capital to purchase service stations."

"The aim is to grow Engen's ratio of black-owned service stations, in support of the country's Broad-Based Black Economic Empowerment [BBBEE] Codes. Since then, we have attained 50% BBBEE ownership across our network of over 1,000 sites."

Engen believes business and financial support to deserving black entrepreneurs is the best way to increase equal participation in the mainstream economy. "It is our responsibility as a good corporate citizen to play a part in helping the country towards achieving a more integrated economy," said




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What to do when your reputation is at stake



BY KEITH BRYER

REPUTATION is a peculiar thing. It is all in the mind – the public's mind, the customer's mind. You can spend years establishing your business as reliable, giving good value, being up-to-date, safe, technologically at the cutting edge of progress, honest – whatever the image you want to achieve –

and one bad incident can bring the whole lot down, wiping out all good perceptions from the public mind, making your brand "toxic."

Lose your reputation and watch your sales drop, your staff resign, and potential replacements shun the chance of working for your company.

It is bad enough for family-owned busi-

nesses. But it can be worse for public companies whose shares can go south with astonishing speed.

So what can be done to avoid a reputation crisis? The broad answer is simple, even obvious: Do not let matters get that bad.

It may sound silly, but the first thing to do is sit down and imagine the worst possible

things that could happen. And then rank these horrors from the absolute worst down to the relatively minor.

If your business is large enough to have departmental heads, make them do the same, and then collate the results.

Get senior managers around a table and make sure that all potential disasters are identified.

OK, that is enough. This is heading in the direction of Health and Safety, which are not the bee-all of crisis management – whatever H&S specialists like to think. However, paying too little to H&S can be the one of your worst nightmare scenarios that better be fixed, and quickly.

But, accidents happen. You can plaster health and safety posters all over your premises.

You can hold staff seminars on safety. You can have safety moments every day and before every meeting. Despite doing all this, you can still one day face a crisis that threatens your reputation.

Entire books are written on crisis management. Most of them are excellent for curing insomnia. Their core advice is simple and can be condensed into a few rules.

Anticipate the worst events possible and plan to deal with them at a practical level; draw up a communication plan to manage public perceptions; educate your workers, your managers, and yourself on how to behave and what to say in a crisis. Take control of the information flow. Never lie or cover up. Be available to the media.

The first rule deals with practicalities such as putting out fires, evacuating the wounded, rescuing, and so on (each company knows best how to follow this rule.) It also deals with such things as product recall, breaking the law, and so on.

It is the other rules that are the ones that you may need help with. They are often those least prepared for like drawing up a communication plan.

This begins with defining your audience. Then deciding whom is it crucial to inform about what is happening (make the media top of the list.)

How to speak to these people or categories of people is the next decision. It may be face-to-face; by telephone or by email, or by a combination followed by a letter sent by snail-mail.

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EXPRESS

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PSG switched on

NOBODY would dare to accuse the brains trust of PSG Private Equity of being anything but totally switched on. Some of the biggest business ideas seen in South Africa over the last decade have been nurtured by this Stellenbosch-based investment incubator – most notably Capitec Bank and fast growing private education venture Curro Holdings.

PSG's decision some years ago to snatch a strategic stake in small Bellville-based energy savings specialist Energy Partners certainly supports the notion that the company's 'lightbulb' moments can light up investment returns. Not only has PSG recently signalled the possibility of listing Energy Partners within two to three years, but it has also pencilled in some astounding growth projections for this specialist business.

PSG, which has now increased its stake to 57% in the business, believes turnover can grow from current levels of around R100m to around R800m by 2020. Even more impressive is the profit growth from R6m in the 2015 financial year to R14m next year. It's well known the PSG are demanding taskmasters, so no surprise then that the medium-term outlook pencils profits of R38m for 2017, R65m for 2018, R94m for 2019 and a hefty R140m for the 2020 financial year.

PSG noted that Energy Partners had undergone a R90m rights issue, and obtained its first R30m commercial debt arrangement. There appears to be strong growth prospects with PSG adding that there is current capacity for further R200m to R300m funding, which might be tapped as early as 2016.

Energy Partners already has an impressive client base – including retailers Pick 'n Pay and Fruit & Veg City as well private hospitals group Netcare and dairy giant Parmalat. Well-known wine estates Tokara and Koelenhof also use Energy Partners services.

But the nitty gritty numbers sown on energy partners website arguable shows the real longer-term potential of the business.

The company has secured a cumulative R423.5m for customers. Energy Partners manages 2,288 meters on 415 sites, and the value of the collective bills under management is getting close to R1bn.

It seems Energy Partners will find themselves in a large sweet spot over the medium-term. The company's website predicts that South African energy prices are set to double within the next five years. Energy Partners further contends that investments in renewable energy, energy usage and infrastructure have long ceased to

be an option to ignore for organisations and business owners.

The company notes that struggling energy utility is aggressively incentivising energy efficiency initiatives under various incentive programs, sometimes up to 100% of capital costs. Energy Partners submits applications to Eskom, thereby securing significant funding

for clients. Some of the services offered by Energy Partners include energy metering, efficient refrigeration (commercial and industrial,) efficient lighting (like LED lighting solutions,) efficient water heating, solar PV, voltage optimisation, power factor correction as well as electricity tariff selection and switching.



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Cape Town foreshore building breaks ground

Continued from P1

investment being made in the CBD between last year [2014] and 2017, over R2bn has recently been completed in this Foreshore area, while more than R3bn will be completed between now and 2017 – including the new Netcare Christiaan Barnard Memorial Hospital and CTICC expansion. This is going to completely revitalise the Foreshore and bring it up to the same dynamism as the rest of the Central City.”

The new KPMG Place is FWJK's second high-rise tower development in the Foreshore area – the other, also currently under construction, is Touchstone House in Bree Street, a R250m investment that is due for completion in October this year.”

KPMG will be taking up 7,000m² of the available A+ grade office space in the new 19,000m² mixed-use development. This will see KPMG relocating its entire operation 200m from the MSC Building to 4 Christiaan Barnard Street.

“Gary Pickering, managing partner at KPMG, advised us that they had considered many relocation options presented to them over the past two years,” says Armstrong, “with this development assembled by FWJK providing the most attractive option from a cost- and design-efficiency perspective.”

Pickering had added that KPMG had also been attracted by the “green” initiatives that had been incorporated into the building design and believed that KPMG Place would provide staff with the perfect home into which they would relocate during the first half of 2017.

The design of KPMG Place has focused on electricity and water savings for the benefit of the occupants. The design initiatives, according to Armstrong, include light motion sensors throughout the office and parking levels, heat-resistance glazing, the elimination of geysers throughout the building and the inclusion of wall kettles in

place thereof, and water-saving sanitary and brassware. These and a host of other design and product initiatives will result in KPMG Place having one of the lowest per square metre electricity and water costs in Cape Town.

Says Armstrong: “We’re hoping that these reduction in costs will become one of the new yardsticks for comparing varying office relocation options.”

Kane concludes: “We applaud the developers for these green initiatives as it is vital that all new builds and refurbishments in the Cape Town CBD work towards making our Central City a sustainable environment in line with the most progressive downtowns globally. We are also extremely pleased to note that an international corporation such as KPMG has elected to stay in the Cape Town Central City and take advantage of what the revitalised and vibrant Foreshore precinct will have to offer.”

Toyota Forklift helping Woolworths go greener

AS businesses across the globe are looking to go greener, Woolworths sought an innovative partner to grow and revolutionize their supply chain whilst reducing their carbon footprint. The retail group chose to standardize its warehouse equipment with the global market leader, Toyota Forklift and BT materials handling equipment.

In addition to the existing Toyota forklifts in Woolworths’ fleet, three wheel electric forklifts were supplied as well as IPX4 rated four wheel electric forklifts, which are the world’s first electric forklifts with the ability to operate in the rain. BT Reach trucks, order pickers and LPE power pallet trucks also complemented the supply of the electric counterbalanced trucks.

About three years ago, Woolworths was operating 50 units with five different vendors over three sites. “Our fleet had been purchased on an ad hoc basis and specifications had never been standardized. A renewal program was initiated with the following primary aims in mind;



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

one national MHE vendor, standardized national specifications and clear end to end costing. Toyota Forklift offered these as well as a relationship that allowed for mutual growth,” described Michael-John Newham from Woolworths.

“We delivered material handling equipment according to the customer’s specifications which was fitted with world leading and first in the country Trak air system batteries and chargers with Battery WIQ, a wireless monitoring tool for the batteries,” explained Leric Smith, Product Manager for Toyota Forklift.

Innovation

Woolworths is known for its passion in quality and innovation as well as bringing in new concepts to ensure safety in the warehouse. The retail group introduced Tyri BluePoint LED lights for use in their warehouses. The coloured concentrated light beam displays a large and visible square on the floor in front or behind the machine to alert workers that a machine is approaching. This industry leading concept allows safety to be visual instead of relying solely on sirens and alarms, especially in loud noisy

workplaces where hearing is difficult.

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

Toyota I_Site

Toyota I_Site is an advanced fleet management business solution that helps companies optimise their fleet size by increasing safety, reducing cost and improving productivity.

Continued on P8

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independently and to optimize production steps. The goal is to simplify the manufacturing of different car models. The benefits include greater flexibility, increased efficiency, and improved global competitiveness. The answers for the future of manufacturing exist. And now is the time to make things right. Because the world of tomorrow needs answers that last today.

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Picking up the pace

CAPE TOWN head-quartered supermarket giant Pick n Pay is entering its second stage of its three part turnaround plan brimming with confidence. At a recent investment presentation, CEO Richard Brasher pointed out that in financial 2013 Pick n Pay profits were falling, costs were spiralling and the business was distracted by a debate on centralisation. He reckoned stage 1 of the recovery plan was now "substantially achieved," and solid foundations have been laid for stage 2.

"We have taken tough decisions in Stage 1, impacting our turnover in FY15. But they have strengthened the business as we embark on the next stage of our plan."

He pointed out that the management had succeeded in arresting profit decline and delivered four consecutive periods of profit growth – adding that profit was up 74% since financial 2013. There were indeed encouraging trends established in the 52 week period ending March 1 this year. Brasher reported a more efficient operating model with trading expenses and employee costs contained well below inflation.

Most heartening was that the trading margin appears to be on sustained upward trajectory from low point in financial 2013. The gross profit margin improved from 17.5% to 17.8% - which is a big deal considering Pick n Pay turned over R67bn in the last financial year. The all-important trading margin firmed as well, shifting from 1.6% to 1.9%. This is not close to the fat margins achieved by rival Shoprite, but certainly suggests there is more scope for improvement.

Brasher said supply chain efficiencies and stronger shrink and waste management - which countered the "investment in price" through Brand Match and Smart Shopper - drove the improvement in margins.

The breakdown in top line growth for Pick n Pay is intriguing. 'Like for like' turnover was up only 3.6%, while growth in new retail space was 5.2%. Customers grew 2.4% and the average basket size grew 4%.

Brasher said turnover growth was impacted by action to strengthen business for long-term. This included the closure of 40 underperforming stores over the last two years, a substantial refit

programme and a cautious approach to new space growth. Brasher said stage 2 would include further store rationalisation - mainly the closure of underperforming stores and refurbishment of hypermarkets and superstores. He noted that hypermarkets were under pressure globally, but that Pick n Pay had started refits last

year to several hypers - including Brackenfell, Wonderpark and Boksburg. He said this resulted in strong sales growth after the refits.

Brasher noted that new space had been a big driver of retail growth in recent years. He stressed Pick n Pay was determined to deliver good returns from new space - but had adopted a cautious ap-

proach to corporate new space growth in Financial 2015 and taking time to develop a strong plan to accelerate from financial 2016.

Brasher contended that a better operating model - including centralised supply chain and better store productivity - would allow Pick n Pay to make better use of existing space as well as widen

the pool of potential sites for new stores. The company, he said, would also be able to fulfil growing demand for convenience and local neighbourhood stores. In this regard Brasher disclosed that 64 grocery and 26 fresh suppliers were centralised in financial 2015 - increase of over 10%.

"We established our goal of every product

delivered every day on short order lead time. Lead times on orders fulfilled by distribution centres are now under 48 hours.

He said the benefits included better availability, lower cost, less stock and improved working capital efficiency.

"In a franchise store trial, these changes notably reduced

stock holding days and improved availability, delivering an uplift in sales."

Pick n Pay's confidence in its three stage turnaround plan was underlined by chairman Gareth Ackerman's comments that over the next two years the company planned to invest over R5bn in new stores and refurbishments.



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Have cash; will build

CAPE TOWN-based investment company Trematon Capital is not letting its cash burn a hole in its pockets. Late last year Trematon issued new shares to investors to raise R120m of fresh capital. At that stage Trematon director Arnie Shapiro the fund raising exercise was aimed at capitalising on the company's "substantial pipeline of investments" – most notably the sprawling leisure development at subsidiary Club Mykonos Langebaan (CML.)

Shapiro went on to explain that Trematon's cash resources were not sufficient to capitalise on all of these opportunities without a substantial increase in the level of borrowings. He said the R120m meant the company could fund the existing investment pipeline over the next 12-18 months without taking on excessive levels of debt.

Trematon's latest interim results offers a peek into the pipeline – especially plans for upgrading CML. Trematon reported that the



'Boatyard at Mykonos' development - which started in 2011 was nearing completion and was proving a popular and viable storage and boat service facility (complements the well established Club Mykonos Marina.) The entire development comprises 236 'garages', a warehouse and related commercial activities.

More intriguing, though, is that the first major residential development at Club Myko-

nos for several years has commenced. This might, in CBN's opinion, be the first signs that the efforts to create an Industrial Development Zone at Saldanha is starting to have a tangible effect on the West Coast economy.

The 'Marina Village' is situated on the water's edge adjacent to the yacht moorings and will consist of 25 luxury waterfront simple and duplex units. Trematon says the de-

velopment is scheduled for completion by the third quarter of 2016. In addition, Trematon noted that one new beachfront restaurant (Marc's Beach Bar) started trading recently, and was expected to be a popular addition to the existing service offering.

Trematon is also seeing some interesting activity in its 67% owned Aria Property Fund. At the end of March Aria spent R203m on a portfolio of Cape Town properties – including the Northgate Office Park and North Wharf. Trematon said the Northgate Office Park redevelopment was nearing completion and was expected to be completed and fully occupied by the end of the financial year. The building is well located on the N1 highway in Cape Town close to the Koeberg interchange.

Trematon's 50% stake in the Resi Investment Group, which focuses on residential real estate in the Western Cape, has also made further acquisitions. Trematon said the portfolio had shown excellent growth in both rental income and the capital value of assets.

Encouragingly Trematon noted, "The residential property market in the Western Cape has been very strong in this segment."

The vibrant residential market in the Western Cape, however, has proved a double edged sword with Trematon pointing out that the amount of stock available at suitable prices has reduced causing the rate of acquisition of new assets has slowed down. Trematon, though, reiterated it was committed to the local residential market and was confident the portfolio would continue to grow.

R6m Cape Capital Fund - Deadline 22 May 2015

APPLICATIONS are open for the new Western Cape Government R6.6m fund to grow small businesses in the agri-processing and oil and gas sectors.

Alan Winde, Minister of Economic Opportunities, encouraged local businesses to apply for the Cape Capital Fund, which has been devised to support businesses in Project Khulisa's priority sectors.

The fund is managed by the Department of Economic Development and Tourism.

"The Cape Capital Fund will provide businesses with the support they need to buy new equipment and improve their business processes. The businesses will need to prove how the funding will add growth and

jobs to our economy, and they will be required to co-fund the intervention. Entrepreneurs are important job creators and they will play a vital role in adding jobs in these key sectors."

Under a high-growth scenario, the agri-processing sector could add up to 100,000 jobs and generate R28bn for the province's economy.

Under the same scenario, the oil and gas sector could grow to employ 94,000 people and generate R3bn for the local economy.

"Through the fund, we will also assist firms with interventions to increase market access, through trade missions, certification, accreditation and participation in exhibitions," said Winde.

The fund is a cost-sharing grant and beneficiaries will be required to contribute towards the total cost of the selected intervention.

Qualifying criteria

- Applicants must be a for-profit organisation/entity
- Operational for at least 24 months
- Applicants must have annual financial statements
- Registration with the Companies and Intellectual Property Commission (CIPC)
- Valid BBBEE certificate which clearly indicates the ownership profile of the organisation
- All relevant trading licences

What to do when your reputation is at stake

Continued from P4

sages is another decision to make in a crisis. Who gets to know first? Who needs regular updates?

The media should get updates or situation reports every hour or less so they learn to wait for you rather than sending some eager beaver reporter who might get the facts wrong or exaggerate for effect.

This regularity of communication is what is meant by "taking control of the information flow."

Keep your messages simple and clear, without admitting you or your organisation is responsible. Rather say

the incident is being investigated to identify the cause. If a criminal cause is suspected the courts should decide on guilt or innocence.

There must be a key message common to all recipients. You may send an email tailored for the recipient but he or she must also have the core message.

A crisis communication plan should have a representative – someone preferably very senior. The MD is ideal, but he or she must be able to speak confidently and know the Communication Plan inside and out and be prepared to speak on

radio and appear on TV. That may happen if the crisis is big enough.

Educate your workers and your managers on how to behave in a crisis. Obviously in a practical manner, but also how to refer all queries from whatever quarter to the company representative.

When you have done all of the above, practise, practise, practise.

As Gary Player once said, "The more I practise, the better and luckier I get."


In some crises, you will need a dose of luck as well as a good communication plan to deal with them.

A little known fact is that Trematon – via Club Mykonos Langebaan – owns 30% of the Mykonos Casino (which is controlled by gaming giant Tsogo Sun.) Trematon believed the casino had benefitted from the improvement at the Club Mykonos resort as well as the growth in the Langebaan/Saldanha area over the past few months.

Trematon disclosed that the casino's contribution to earnings increased by 7% to R5.9m in the six months to end February 2015 and that dividends of R7.4m were received from the casino during the period.

The company noted that the refurbishment of the casino announced last year is underway. This will be funded out of the casino's cash reserves and should be completed by July this year.


Trematon contended that despite the disruption caused by the refurbishment, the Mykonos casino continued to trade well and was expected to provide a growing income stream as the regional economy improves and matures.



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Toyota Forklift helping Woolworths go greener

Continued from P6

"Continuous customer support for Toyota I Site is available from trained and certified specialists,"

notes Smith. "The various features of this system all help to improve efficiencies and give information to ensure proper and informed central management of the entire fleet," he adds.

According to Newham, the new machines have improved cross docking efficiencies ensuring product is loaded quickly, safely and on time. The retail giant is now able to move three picking bins at a time instead of only one bin with the previous machines.

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

"Longer operating times on all equipment also improved with all equipment being AC power and the addition of TRAK Air chargers. The inclusion of the I-

site system and access to Toyota Forklift's well-trained and managed support services has allowed the partnership to grow and enrich both parties," noted Newham. "The tools available on this system ensure correct spread of equipment is being used to ensure maximum uptime."

"The pre-check up devices installed on Woolworth's machines play a big role in assisting a business go green as it saves paper and ensures drivers do their daily checks; a legal requirement, and to make sure the equipment they are about to operate is safe to use. Equipment is thus properly looked after, increasing the life span of the equipment," advises Smith. "This system helps achieve an initial upfront investment saving and lowers cost of abuse and inefficiency costs over the term," he concludes.



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Biting the bullet - key to overcoming power crisis

THERE are no short-term solutions to South Africa's current power crisis – the solution lies in a combination of strategy, demand-side interventions and an effective maintenance programme, say members of the POWER-GEN and DistribuTECH Africa Advisory Board.

Bertha Dlamini, a POWER-GEN Africa Advisory Board member and Managing Director of EON Consulting, points out that the situation in South Africa is uniquely complex, "As a country, we have plans to move away from our dependence on coal, but we concurrently need to be clear on how we manage the risks to communities and the environment of alternative energy sources such as nuclear. So we have an ageing infrastructure, generation capacity that is battling to meet rapidly increasing demand from commercial and residential customers. In addition, there are trade agreements that must be met to neighbouring states. This compounds the demand on our current generation capacity. In addition, major power users have been slow to embrace energy efficiency programmes; infrastructure vandalism and energy theft are a growing problem. Eskom is in a volatile position, and turning this situation around in a short space of time will prove very difficult."

Nuclear energy, which could prove a relatively quick fix to the crisis, is not without its risks, she points out. "Nuclear has worked very well in countries like China. And while it is included in South Africa's medium-term power plans, the implementation requires financial investment and commitment. The issue of radioactive waste is a major one, and its potential impact on communities and the environment must be carefully considered," she says.

Base infrastructure rejuvenation is also crucial in closing the growing gap between supply and demand, she says. "The country's power infrastructure must be maintained at right level and right frequency to get optimal value out of it. Unfortunately, our demand is growing at a rapid rate due to increased demand for access and maturing industries, but our generation base hasn't increased at the same rate." This problem is compounded by the fact that many enterprises have made minimal moves to increase their energy efficiency.

The legislative environment plays a role too, says Dlamini. She points out that the process for independent service providers to participate in the South African power ecosystem is a complex and expensive one, with the result that mainly internationally-funded and large scale projects are being implemented. However, opening the

space to allow smaller players and all tiers of local government to generate renewable alternative energy could go some way to reducing the pressure on the grid.

Crime also needs to be addressed more effectively, she says. "Infrastructure vandalism and energy theft are becoming a serious problem. The revenue

lost due to illegal connections is quite significant. And the theft of copper cables, which spikes as the copper price increases, also adds significantly to the pressure on our generation capacity."

Kribs Govender, POWER-GEN Africa Advisory Board member and Vice President, Business Development, Power and Gas at Sa-

sol, says efforts to bring new capacity online may start bearing fruit in the next few years, but in the interim, the power problem will continue. "In the immediate term, we are limited from a supply perspective, so we need to take further demand side interventions," he says. He says demand side management has improved

since the power crisis that emerged in 2008, therefore the 'big ticket items' in terms of demand have already been addressed. Smaller, incremental changes will also make a difference, says Govender. Innovative action by municipalities, such as projects to harness gas from waste dumps, could also help to reduce demand, he

says. However, piecemeal solutions such as these still face the challenge of connecting to the grid.

"We will be in a constrained situation for the next two to three years, but an effective Eskom maintenance plan would also improve the situation," he says.

Continued on P10



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So long Sekunjalo, hello AEEI

STALWART Cape-based empowerment company Sekunjalo Investments has taken a new corporate guise – a move that has coincided with noticeable swing in fortunes for the company that in 2001 was teetering on the brink of collapse. Sekunjalo last month changed its name to African Equity Empowerment Investments (AEEI), a move that followed close on the heels of the retirement of founder and long-time executive chairman Iqbal Surve from the board. Surve, however, remains the majority shareholder in AEEI.

The name change, more importantly, coincides with argu-

ably the strongest set of interim results the company has ever produced – thanks largely to a stellar performance from main operational subsidiary, Waterfront-based Premier Fishing.

Premier nets most of its catches from south coast and west coast lobsters (which are mainly exported to the UAE and far eastern markets,) but more recently the subsidiary has cast its nets into the pelagic, farmed abalone, hake and squid sectors.

But it's worth noting that Premier – which ranks as the largest black owned and managed fishing group in SA – holds a dominant 60% of the south coast



lobster market and 12% of the west coast rock lobster market. It also ranks as the third largest pelagic quota holder, and is ranked amongst the top five abalone farms in South Africa.

Revenue for Premier in the six months

to end February was 17% higher at R140m with earnings before interest, tax, depreciation and amortisation (EBITDA) up 14% to R26m. Operating profit was up a nifty 24% to R18.6m. History will show that Premier traditionally earns as

much as two-thirds of its revenue and profits in the second half of the financial year. This suggests turnover could push close to the R400m mark, and operating profits should comfortably top R60m for the full year.

While Premier is

pumping profits, AEEI is also enjoying solid performances from its technology services division, which reported interim operating profits of R12.5m from turnover of R96m. AEEI is also reaping the fruits of smart investment decisions – particularly participating in Pioneer Food group's broad based empowerment initiative and its strategic minority stake in British Telecoms SA.

Overall AEEI is looking in fine fettle with cash flows reassuring and the balance sheet stout. In fact, the company CEO Khalid Abdullah has hinted at acquisitions in both the fishing and technology divisions in the next two years. He has targeted acquisitive growth of 10% to 20% in the medium-term.

Aside from potential acquisitions Premier is planning to create more than 100 jobs

on its new abalone farm and another 100 jobs in its Saldanha pelagic plant.

The technology division, Abdullah said, would expand its operational niche in public hospitals to seek out private sector clients as well as expand across the border into African markets.

The most telling pronouncement, though, on AEEI's prospects is the fact that its share price has increased over 500% in the last year. That gives AEEI a market value of over R1,6bn – an astounding figure considering that in 2001 after the collapse of Sekunjalo's investment in LeisureNet (the owner of the Health & Racquet Club chain) the market value was at one point less than R10m.

It's been a gruelling road back to financial health for Sekunjalo, and it looks like AEEI is determined to make up for a lost decade.

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Biting the bullet - key to overcoming power crisis

Continued from P9

Gordon Blackwood, General Sales Manager at Doosan Power Systems and POWER-GEN Africa Advisory Board member, shares this view.

"A bitter pill needs to be swallowed now," he says. "The 'patch approach' to maintenance is not sustainable, and the only way to stabilize the power supply is to properly repair and replace Eskom's ageing units."

He points out that the Medupi and Kusile power stations coming online would significantly improve supply, but only if the current power stations remain fully-functional too. "Without proper maintenance and repair, there is a very good chance that existing infrastructure would fail before the additional power stations are fully-functional," he says. Eskom needs to go back to basics. Assessments must be carried out unit by unit to determine what is required to get them back to reliable operating condition, then all the necessary components and resources must be sourced and scheduled outages must take place to replace ageing units. Components cannot simply be patched. If there is a problem with

a superheater, for example, you need to replace the whole thing."

Blackwood says, "It won't be easy going forward. You have to invest time, money and effort to get all the units back to reliable working condition, and then keep them in that state through regular maintenance and condition assessments. Eskom may have managed to keep the lights on through patch maintenance in recent years, but they cannot overload these units forever."

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.

Ukraine to showcase poultry at AB7

UKRAINIAN poultry producers are considering exports to numerous rising consumer markets in southern and central Africa to take advantage of the continent's rapidly expanding middle-class population. Two first-time exhibitors from the Ukraine – Agromars and ProdExport Ltd. – will be at this year's Africa's Big Seven (AB7), the biggest food and beverage expo on the continent. Their aim is to showcase a variety of poultry products, establish regional trade contacts and explore the many business opportunities the African market has to offer.

AB7 takes place from 21-23 June 2015 at Gallagher Convention Centre, Midrand. "Approximately 34% of Africa's nearly one billion people are middle class consumers, most with a healthy appetite for meat products," says John Thomson of Exhibition Management Services, the organisers of AB7. "This segment of Africa's population provides an excellent market for companies looking for new business opportunities."

The Ukraine depends on exports to expand the development of its poultry industry, while African consumer markets rely heavily on imported poultry products to meet the demand of a growing population. From 800 million people in 2000, Africa's population is estimated to increase by 2.4% each year, to over one billion by 2030.

Ukraine exported 150,000 tons of poultry in 2013, an 80% rise from the previous year. Their total domestic production reached 732,000 tons in the same year. In 2014 the country exported 86,000 tons of poultry, 10% more than in 2013.

Agromars, Ukraine's second largest poultry producer, will exhibit its range of frozen chicken products which includes whole chicken broilers, whole breast fillets, as well as necks, paws, hearts and livers.

"We are currently upgrading our export division and aim to open new markets this year, particularly in Africa," says Nina Osobik, Head of Marketing at Agromars. "We exhibited in Dubai this year and it proved to be very successful. We expect even better results at AB7." Agromars has won a number of national and international awards for its poultry products, including a 'Best European Quality' award at the XIV International Europe Awards. The company was also the first manufacturer in Ukraine to introduce quality control and safety management systems into production processes to meet international standards requirements. Agromars uses only natural wheat, corn and soya grown on

its own fields to produce feed for its poultry, and does not use any antibiotics, hormones or growth stimulators in raising its broilers. One of Ukraine's leading exporters of poultry, Prodexport Ltd., is making its way to AB7 to showcase a wide range of poultry including chicken fillets, whole Halal broilers, thighs and deboned meat, chicken

eggs and egg powder.

"We are already doing business in Africa, the Middle East and Asia and we are always open to exploring new markets, hence the decision to exhibit at AB7," says Lana Tsoy, the company's Sales Manager.

"Both these Ukrainian poultry companies produce Halal chicken products and this should

be of interest to AB7's many Muslim visitors from Africa and Asia," says Thomson. "Visitors to AB7's famous Halal World pavilion should take some time to pop in and chat with these Ukrainian exhibitors."

With Africa's demand for meat products at an all-time high, suppliers and buyers cannot afford to miss AB7,

the main event for new business opportunities in Africa. AB7 provides an effective platform for companies to network, find new products, suppliers and customers without travelling to many different countries.

"We are very excited to have two new exhibitors from the Ukraine on board at AB7 this year," says Thomson.



Agromars is Ukraine's second largest poultry producer, producing a range of frozen chicken which includes, whole chicken broilers, whole breast fillets, necks, paws, hearts and liver.



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Oil rig in the Saldanha Bay port.

Saldanha Bay IDZ construction to start in August

IN a key milestone for South Africa's oil and gas hub, the Industrial Development Zone site at Saldanha Bay is being prepared for construction, which is set to officially begin in August. Preparatory site work at the IDZ is expected to run until the end of May. Alan Winde, Minis-

ter of Economic Opportunities, said the project was one of several being driven jointly by Saldanha Bay Industrial Development

Zone Licensing Company, the Transnet National Ports Authority and investors. "After the preparatory work is complet-

ed, site clearance and earthworks will begin. The actual construction is expected to start in August and continue until September next year. This construction work will include sewer reticulation installations, water and electrical service installations and roadworks," stated Winde.

This sector already provides 35,000 formal job opportunities in the province.

The feasibility study found that an IDZ in Saldanha had the potential to generate R10bn for the region's economy over the longer-term.

Winde said the progress to date was the result of partnerships between all spheres of government.

"Minister Rob Davies, the National Department of Trade and Industry, the Western Cape Government and the local municipality have worked closely on this project. The IDZ will become a significant catalyst for growth and jobs and will play a major role in boosting foreign direct investment into the country."

Winde said that enabling oil and gas servicing, underpinned by the designation of the IDZ, was central to Project Khulisa's drive to grow the sector.

"Focusing specifically on upstream and midstream services such as rig repair, this sector already provides 35,000 formal jobs opportunities in the province. Through Project Khulisa, we have the aspirational goal of adding up to a further 60,000 formal jobs in this sector and increasing its economic contribution up to R3bn, from its current R1bn.

"We seek to grow this sector by transforming Saldanha Bay into a world class rig repair hub and by equipping local residents with the skills they need to take advantage of the opportunities that will arise."

Winde says skills development is a key aspect of Project Khulisa's goals.

"1,500 people from 30 different occupations are needed to repair one rig. We must encourage the development of new artisans, which is why we launched the Artisan Development programme, a programme we hope to scale up in the near future."

Winde said the average age of artisans was 55 years old, while the average of participant on the Artisan Development Programme is 23 years old.

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"If one also considers that high speed doors result in a more controlled ambient temperature inside facilities, their energy efficiency and contribution to a greener footprint and employee comfort becomes apparent," says Wim Dessing, managing di-

rector of Apex Strip Curtains and Doors.

"Temperature and humidity control is enhanced through the elimination of excessive through flow of warm or cold exterior air into the workspace. As an added benefit, due to their speed of operation, Apex high speed doors reduce the influx of insects and other airborne contaminants that negatively impact on both employee wellbeing and product quality," adds Dessing.

Unhindered traffic flow remains a primary concern for businesses. The Apex range of high speed doors incorporates a counterweighted balancing system that not only ensures high standards of performance and safety but also provides fast, semi-



The Apex Sector high speed roll-up doors are able to cope with the intensive demands of heavy and continuous traffic.

automatic reopening. The Apex Sector high speed roll-up doors offer both functionality and performance. They are unobtrusive, yet are able to cope with the intensive

demands of heavy and continuous traffic. The design features the integration of the actuator, controls, safety devices and balancing systems in one unit for cost efficiency and a re-

duced footprint. The company's range of Traffic high

speed folding doors vary in sizes up to 8,000mm wide and 8,500mm high, making them the perfect solution for medium and large entrances, particularly where windy conditions are a factor, such as shipment and warehouse areas. They are constructed from strong self-extinguishing Class 2 fabric, which provides excellent thermal insulation and can also resist winds of up to 50km per hour.

The Apex Smart Reset door's self-repairing curtain automatically resets itself on the first opening and closing operation succeeding an accidental bump. This automatic reset action means that em-

ployees do not have to waste valuable time manually resetting the curtain.

"It is important to consider the size of opening, frequency of opening and closing and the volume of vehicular traffic when selecting a high speed door. The Apex Strip Curtains and Doors team works closely with customers to find a solution that will provide a good cost to performance ratio. Based on our large customer base and the extensive knowledge we have gained over the years, we are able to guarantee a positive contribution towards business productivity," Dessing concludes.

Air knife drying packages eliminate compressed air use in drying and blow

WINDJET Air Knives – powered by energy-efficient regenerative blowers – provide excellent performance in drying and blow-off operations and eliminate the need for costly compressed air. According to the team at Spraying Systems Co., operating costs can be reduced by as much as 95% when the packages are used in a wide range of operations, including debris and dust blow-off, removal of excess water and moving products.

WindJet Air Knives feature a unique 1/8" leading edge along the length of the knife to direct a consistent and controlled air stream that retains its integrity



further downstream and eliminates spotting and blotching. The air stream produced by the knives entrains ambient air to increase the total volume of air and maximize drying and blow-off efficiency. Unlike other blower types, the regenerative blowers included with the packages are

rugged, reliable and require infrequent, minimal maintenance. Plus, no sound enclosure is needed because the blowers provide low noise operation. Each air knife package is customized for the application.

Air knives are available in lengths from 6" to 36" and two air slot

sizes, .040" and .060". Regenerative blower assemblies are available from 5.5 to 30 HP. Packages include pressure relief valve, pressure gauge, air inlet filter, filter monitoring gauge, vibration dampener, fittings and mounting adapter.

Spraying Systems Co. is a global spray technology company. It claims to have the broadest product range in the industry, and boasts several manufacturing facilities and sales offices in more than 85 countries. Spray nozzles, turnkey spray systems, custom fabrication and research/testing services comprise the 70-year-old company's offering.



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CURRENT economic conditions dictate that companies that continue to succeed are those with a depth of construction expertise. These companies are able to undertake a range of projects, from new buildings to refurbishment work. The extensive experience garnered by Murray & Roberts Western Cape in this regard has seen it secure many high profile projects.

The company is also aided by the close relationships it has nurtured with its clients, which include many of the leading property developers in the province. This allows it to keep abreast of the latest trends in the construction industry. It also means that Murray & Roberts Western Cape is able to meet the full requirements of its diverse customer base.

Among its current order book are the expansion of the flagship Century City mixed-used development, the refurbishment of the existing tower blocks at Merriman Square, the new Melomed Hospital in Tokai and the new eTV headquarters building in the heart of Cape Town.

“Such a range of projects demonstrates that Murray & Roberts Western Cape is sufficiently flexible in its implementation strategy. This is a critical differentiator



Murray & Roberts Western Cape was responsible for the refurbishment of the two tower Merriman Square, also known as The Towers, in the Central Business District of Cape Town.

for us in these tough times. The construction industry has had to adapt its service offering as a result, and we are at the vanguard of being more responsive and innovative,” Dave Heron, managing director of Murray & Roberts Western Cape, says.

An excellent example of the company's proactive approach to helping its customers cut costs and boost productivity is its work at Century City. Here Murray & Roberts Western Cape runs three distinct projects, namely Urban Square, Grosvenor Square and Bridge Park, from a single site office. “These contracts have a common service base that is responsible for high level administration such as construction draw-

ings. The benefit for the client is a single point of contact and a much quicker response time to design iterations, which ultimately impacts on their bottom line,” Heron says.

The success of this integrated approach to project management is also reflected in Murray & Roberts Western Cape's close working relationship with one of its main clients, the Rabie Property Group. “We secured the Bridge Park contract on competitive tender. Our success on that project in terms of delivery and quality placed us in an excellent position to carry on at Urban Square. As a result, we have been able to pass on major cost savings to the client. The fact that the two proj-

ects are in such close proximity means we do not have to duplicate infrastructure, which speeds up the construction process as well,” Heron says.

It is this customised and streamlined approach to individual projects that has seen Murray & Roberts Western Cape continue to secure high-profile projects. “Our focus is on appropriate engagement models in terms of specific projects. We cannot take a cookie-cutter approach by simply applying the same model to the next project. We approach each job differently, both in terms of its unique characteristics and the client's specific requirements.

Continued on P23

The 'softshell' revolution is here



A new generation fabric – Softshell 2 - is taking the uniform market by storm. Created by Sparks & Ellis, South Africa's supplier of uniforms, the Softshell 2 jacket can effectively replace a jersey as well as a jacket. These jackets are locally made and can therefore be manufactured to meet specific client requirements.

Sparks & Ellis gives Cape Business News some more insight into the benefits of Softshell.

“Softshell jackets are not only warm, but also wind and water resistant - the inner fleece layer gives warmth and the outer layer pro-

TECTS against wind and water.”

The outer fabric is smooth, easy to keep clean and exceptionally durable. Unlike a fleece, the jackets always looks tailored and smart. The jackets are light and they are not cumbersome to carry or wear.

“Softshell 2 jackets are comfortable and wearable as well as appealing and used as a uniform item, company names and brands look good on them too,” the company says.

Softshell seems to be a good choice for companies looking to have a tailored, smart and comfortable uniform for their staff.

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GET INTO THE RIGHT GEAR



New solar back-up solution launched

POWERMODE, a Johannesburg-based power-provisioning specialist has launched a new addition to the Soltra range of solar photovoltaic (PV) energy generating solutions.

The high capacity Soltra GTB 10 000, which complements the successful Soltra GTB 3000 in the Powermode lineup, is a 10kVA capacity, utility grid-connected, hybrid solar PV power system targeted at small-to-medium-size enterprise and domestic markets.

"The Soltra GTB 10 000 is designed to help businesses and households cope with load-shedding and power outages, functioning as a back-up rather than a complementary power source in these eventualities. This sets it apart from conventional solar PV power systems," says Jack Ward, Powermode MD.

He says the GTB 10 000 is aimed at larger-sized installations, where it is capable of dealing with bigger loads with a greater degree of backup battery autonomy. "It is also able to obviate the need for costly diesel generators in noise-conscious environments," notes Ward, who adds that it's ideal for rooftop installations.

The new unit features an integrated charge controller and inverter and can be operated in three modes: linked to the electricity grid (grid-tied); as grid-tied unit with battery backup (in a hybrid configuration); or as a stand-alone hybrid unit.

The GTB 10 000's built-in electronic monitoring system facilitates the back-up, by automatically drawing current from storage batteries when the mains power fail. "Switchover time is a rapid 15 milliseconds," says Ward, adding that this is designed to protect sensitive computer and

other delicate equipment from power 'brownouts' and 'spikes' common to South Africa's unpredictable electricity supply.

The computerised system is also able to automatically prioritise its power delivery channels; to back-up batteries to facilitate recharging during daytime, for example, or to appliances during user-definable peak periods. At other times the system will automatically juggle power sources between, solar, batteries and the grid to meet changing demands based on individual consumption dynamics.

"In addition, the unit is also able to feed power back into the utility grid - legislation permitting - slowing or even reversing consumption meters to significantly minimise costs to the consumer."

Ward says the Soltra GTB 10 000 and its companion, the popular GTB 3000, represent a new-generation of cost-effective modular solar solutions requiring a comparatively low initial investment.

"The units can be expanded in terms of capacity to meet future demands. They can also be configured as three-phase solutions to meet commercial and industrial users' requirements," he explains.

With the escalating cost of utility power and the imminent arrival of 'smart metering' systems that will allow municipal authorities to bill for electricity consumption at much higher rates during peak periods in a process known as time-of-day-billing, Ward maintains that solar solutions will soon be on par with conventional power from the perspective of amortised installation and maintenance costs.

"This is particularly relevant as prices are expected to rise exponentially for power consumed during peak periods in the near future," he adds.



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Maximise the demonstration opportunities at exhibitions



Exhibitions are one of the best places to interact with new prospects. Here an exhibitor has the opportunity to rub shoulders with Alderman Ian Neilson, Executive Deputy Mayor of Cape Town and Mayoral Committee Member for Finance.

SPACE at this year's Industrial Showcase-Cape is filling up fast, and it's the use of the demonstration area that has got exhibitors attention, says event organiser Johnny Malherbe.

'In spite of the move to the internet, sales in the industrial sector still rely hugely on face-to-face selling. The ability for a prospect to touch and feel and see a product in action is worth more than what a website or brochure can offer. And this year we have more demonstrations lined up than ever before. It's about interactivity between exhibitor and prospect,' adds Malherbe.

Now recognised as the Western Cape's longest-running industrial trade show, this year's event will take place at the CTICC from 1 to 3 July. Attendances over the years

have averaged 3,000 focused prospects, each one of these having taken the time to attend and review the products and services on offer.

In addition to the demonstration area a Speaker Series will also be scheduled. Companies wishing to launch a new product or service will be offered the opportunity to make use of the facilities.

Exhibitors confirmed this year include industry leaders such as Afrox, Compair, ABB, Festo, Linvar, Retecon, ITS Karcher, APC Storage, AC/DC Dynamics, Toyota Forklift, Woodmajor and a host of other exhibitors covering almost every aspect of the industrial sector in the Western Cape. 'Exhibitions are a great sales and marketing tool. But setting specific, measurable goals is the single most important

thing you can do,' says Malherbe. 'What do you want to achieve by being at the exhibition? Do you want to generate sales and leads, launch a new product, test new ideas, gather information, or motivate your staff and business partners?'

That done, you want to make sure that your existing customers and business partners, and any potential new ones, know all about it – and technology is one of the easiest and best ways to do this. Use your email list to direct-mail customers and partners to tell them what they can expect from you at the exhibition, and create added buzz about your stand via social media like Facebook and Twitter. Advertise your presence on your website, or you could even create a one-off website for this purpose.

It goes without saying that your stand should be planned and designed to meet your goals, and that your exhibition staff should be properly trained. During the show your staff are your most important tool, says Malherbe.

'Make sure you keep them eager and motivated by holding a briefing every morning to remind them of your goals. Ensure your staff look as if they are keen to interact with prospects walking past the exhibit. There's no point in going through all of this and then having staff hiding behind their newspapers or laptops ignoring visitors!'

And don't forget about the staff back at the office. Make sure they know your company is exhibiting and that they invite prospects and customers to visit.

There's work to be done once the show is over. 'Sit down with your team and discuss honestly what worked and what didn't,' says Malherbe. 'It's obviously also vital that you follow up on all contacts,' he adds, 'whether this is a simple thankyou email or a phone call to make an appointment. It's a sad fact that many exhibitors do not carry out this last, simple, yet vitally important task. Exhibition organisers do a lot of work to create an event that works but each participant must do their part to ensure it's successful for them.'

Kubota launches mini-excavators



The zero boom-swing and zero tail-swing features of the mini excavator are integral in changing the dynamics of construction sites.

THE Kubota mini-excavator range – which was recently launched in South Africa by Smith Power Equipment (SPE) – is already in huge demand, according to the company.

'But this is not unusual. Its unique features of zero tail-swing and zero boom-swing have made them a hit the world over.'

In the 1980s the developing mini excavator market revealed how important the zero boom-swing and zero tail-swing features of the mini excavator were in the changing dynamics of construction sites. In the 1990s Kubota took the lead by launching its mini excavator integrating both of these features for the global market.

Kubota's zero boom-swing allow the mini excavator to operate without having to move while the zero tail-swing always keeps the tail of the mini excavator within track-width when swivelling. These features enable operation in tight and

confined spaces.

'The integration of these two crucial features, plus its dominant position globally in the field of compact industrial diesel engines below 100HP, has made

Kubota's successes in the mini-excavator market unparalleled,' says Tom Bloom SPE General Manager construction equipment division.

'By the end of 2008, Kubota had sold more than 340,000 mini excavators and since then it has enjoyed the No.1 market share worldwide. In particular, the u-30 and u-50 have taken the world by storm and we expect no different in the Southern African market.'

In its more than 36 years' involvement in the mini-excavator industry, Kubota says it has continuously set the standard with technological innovations that rocked the industry. The integration of the zero boom and tail swing was one such innovation. Others, which also helped create the future of compact construction

machinery, included the pioneering, advanced features of Auto Idle, which helps save up to 10% fuel, an LCD panel with self-diagnosis function and Kubota's revolutionary 'three-pump' hydraulic system, which uses three independent pumps for boom, arm and swivel for more efficient bucket operation. The system's high capacity control valve and hydraulic variable pumps enable high performance shovelling and loading.

SPE claims an enviable reputation for is excellent service levels. Its countrywide footprint of dealers and service facilities ensures that its customers get the best possible service 24/7.

'We understand that in this market uptime is the primary concern of our customers. We have invested time and money in ensuring that our team understands that service excellence is the foundation on which our company stands and our track record throughout the organisation speaks for itself,' says Bloom.

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Atlas Copco LT Rammer receives renowned iF design award

THE international iF Product Design Award 2015 goes to

the Atlas Copco LT 6005 Rammer series. For over 60 years, the

iF Design Award has been recognized all over the world as a label of design excellence, identifying outstanding achievements in design.

'Thorough research and a tight cooperation between R&D and our Industrial Design Team has been success factors in the development of the new LT Rammers,' says Fredrik Hägglund, Manager Technical Development Light Compaction Equipment. 'With a strong user focus, we managed to increase the balance of the machine, making it extremely easy to handle.'

The new Atlas Copco LT Rammers are designed for compaction work in confined areas. The product is a result of research and customer input. One of the

major improvements is the slimmer design that facilitates handling. For example the visibility is considerably enhanced. In order to get full visibility of the foot, the operator needs to lean 50% less to the side. The user grip area is increased by 300% for better control. Improved safety, reduced weight, high compaction efficiency and ergonomics are other user-friendly features that the jury found appealing.

'Easy service is a high priority for our customers. With the new design we have managed to meet those high expectations. And even though receiving the iF Product Design Award was an honour, the real joy lays in the knowledge that we can offer our customers a great product.' concludes Hägglund.

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Renewable revolution is well underway

WHILE South Africa grapples with constrained power supply and regular load shedding, a quiet revolution in renewable energy is taking place – often in remote and unnoticed parts of the country.

According to Craig Pace, Director at international heavy lift, abnormal transport and installations specialist Vanguard, this revolution has already brought substantial benefits, saving the economy billions of rands in diesel and coal that Eskom would have to have burnt to keep the lights on.

“A recent report from the Council for Scientific and Industrial Research (CSIR) shows that the 1,600MW of renewable energy installed by December 2014 has saved the country over R5bn,” said Pace.

He said that 32 renewable energy projects had already been completed and connected to the grid, with government planning to more than double this figure by reaching 3,625MW by 2030.

“What is really encouraging about these developments is that they are producing electricity at a very competitive cost – so that the net financial benefits of renewables will remain positive even in future when the national grid is less constrained,” he says.

The Integrated Energy Research Centre at CSIR reported that the cost per kilowatt/hour (kWh) of renewable energy for new projects is now well below R1 for solar photo-voltaic (PV) production and between 60c-80c for wind projects.

“The government’s three Renewable Energy Independent Power Producer Procurement Programme

(REIPPPP) bid windows have procured more than 60 renewables projects, with combined capacity of 3,900MW,” said Pace. “Another 77 bids were received in the fourth REIPPPP window last year, indicating the enthusiasm and investment appetite of many foreign companies.”

The private investment associated with the projects procured to date amounts to R140bn.

Vanguard has been integrally involved with a number of pioneering wind farms around South Africa in recent years, according to Pace.

“We have engineered



Abnormal transport: Vanguard transporting an 87 tonne Tower Section with Vanguard Tower Clamps on a Gooseneck 10 Axle Goldhofer THP-SL modular trailer combination for Metrowind’s Van Stadens wind farm.

efficient solutions for dealing with the large and complex wind turbine components being imported for wind farm projects – from discharg-

ing the vessel, specialised transport requirements to the hard stands, on-site lifting/erection and electrical installations of 108 wind turbine genera-

tors,” he said. Among the recent contracts completed have been the West Coast One wind farm near Vredenburg on

the Western Cape coast, where Vanguard erected 20 Vestas V90 2.0MW turbine generators with its GTK1100 crane, and the Chaba wind farm near Komga in the Eastern Cape, where the company discharged seven Vestas V112-3.0 MW wind turbine generators from the vessel, off-loaded into a storage area, and reloaded for transport to the wind farm.

Other projects include the Grassridge wind farm, also near Port Elizabeth, the Noblesfontein wind farm near Victoria West in the Northern Cape, and Metrowind’s Van Stadens wind farm in the Eastern Cape.

“These contracts have

shown that Vanguard is the only South African-owned company with the expertise and capacity – including fully-licensed and registered equipment – to offer a full turnkey project solution to the growing wind-energy market,” said Pace. “Our commitment to clients is always to deliver on time and within budget, without compromising safety.”

Vanguard’s fleet of specialised equipment includes the GTK 1100 telescopic mobile tower crane – the only unit in the Southern Hemisphere according to the company - that has proved invaluable in many of the wind farm installations.

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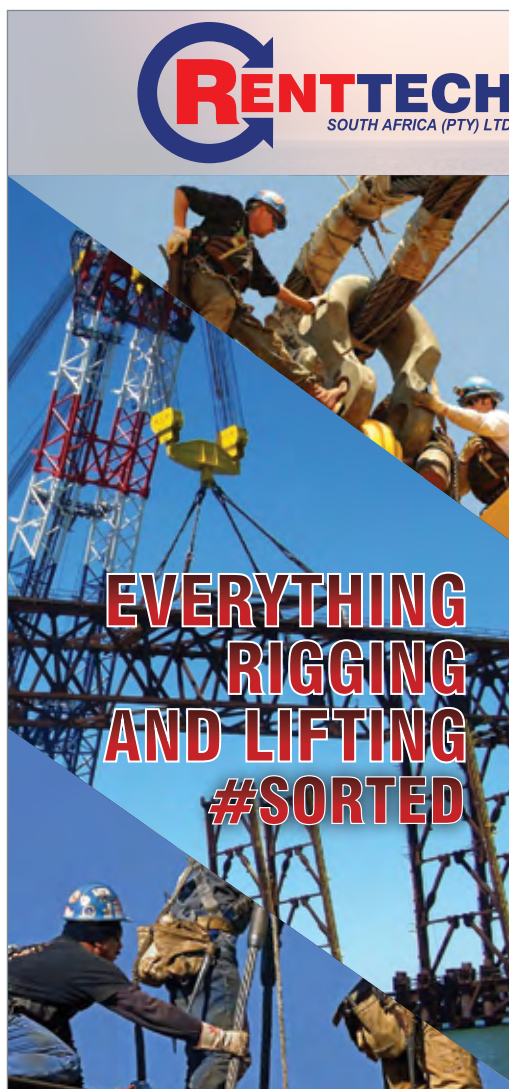
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Babcock complete two contracts at Chevron Refinery

BABCOCK recently completed the dismantling of an old flare stack and the erection of the new flare stack at the Chevron Refinery in Cape Town. Babcock's engineering solutions business acted as principal contractor on both projects and equipment hire was supplied via Babcock's plant hire services

business unit.

Both these projects were completed on schedule, making it possible for Chevron personnel to commission the new flare stack during the refinery's shutdown from February 13 to March 31 2015. In executing these projects, Babcock provided a full turnkey service, in-

volving the supply of mobile cranes, rigging and engineering crews and a project management team to oversee each project.

For the dismantling of the old 52m flare stack, Babcock utilised its Liebherr LTM 1440 Mobile Crane and demolished the structure in three sections, weighing approximate-

ly 18tons each. The new flare stack, 103m high and weighing in it at nearly 80tons, was erected in four sections. The first section weighed approximately 24tons and was lifted utilising a Liebherr LTM 1440 mobile crane, while the other three sections, weighing a combined 55tons, were erected utilising

a Liebherr LTM 1500 mobile crane.

The rigging team, utilising tackle, lifting gear and chains, controlled and directed the crane operator to ensure correct placement.

The engineering crew was responsible for cutting and welding of the flare sections, while the project man-

agement team's task was to oversee site activities and ensure safe operations at all times.

"After we secured the initial contract, the scope of work continued to increase over time, which called for careful planning and very accurate logistical coordination," says Je-T'aime van Staden, Sales Manager - Plant,

Babcock. "The scope of work included lifting personnel in a man cage to a height of 103m. Inclement weather posed a challenge to keeping the project on schedule. At Babcock we pride ourselves on maintaining an excellent safety record, and we completed the project with zero incidents or accidents and within the required time frame."

Babcock's Construction Manager, Ntuthuko Generation, Conrad Geyer, comments these two contracts drew on the synergies between the two Babcock business units and their depth of experience in the South African industrial arena.

"The successful completion of these contracts has demonstrated the broad range of capabilities and resources the two business units in tandem can offer clients," Geyer says.

"There is also significant benefit to be gained from their combined knowledge and experience, ensuring safe and effective solutions tailored to the specific requirements of the project in hand. Babcock is a partner that can be trusted to deliver."

With a track record that goes back more than 120 years, Babcock is a leading supplier of engineering support services to the energy, process, mining and construction industries in Africa and has extensive experience in the refinery arena.

Its plant hire services business is the largest empowered equipment supplier in Africa, with a combined inventory of more than 25,000 items. Babcock specialises in the provision of mobile crane services, rigging equipment and expertise, abnormal transport, welding and mechanical construction plant to meet the needs of any large or small contractor.

The combined fleet is utilised on a wide range of contracts ranging from substantial infrastructure projects and mines, to wind farms and marine projects, including oilrigs and drill ships.

Babcock's mobile crane fleet currently numbers 160 units deployed throughout South Africa, ranging from 8 to 600 tons, while its team's rigging expertise includes more than 30 years of rigging experience and comprises three accredited Red Seal riggers and five teams of experienced riggers.



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IN our experience when working with businesses looking to maximise their costs and reduce their risks within their supply chain, many businesses have been surprised how significantly optimised warehousing can influence this. It is often one of the most underutilised effectiveness initiatives available. We help businesses leverage this opportunity.

Outsourcing in any industry has grown significantly over the last decade for three fundamental reasons:

- Businesses outsource operations that don't form part of their core business – thereby allowing them time and energy to focus on where they are strong, and leave non-core functions to the experts.
- Businesses benefit from shared resources in an outsourced environment, with the benefit of not having to manage human resources challenges.
- Businesses benefit from the specific expertise that a dedicated outsource partner can bring to their business, thereby reducing the learning curve and maximising the effectiveness.

of these could prevent businesses from even considering the idea – and this is often at the cost of some major opportunities to reduce costs and risk.

Here's why. A supply chain, like any other chain, is only as strong as its weakest link. This link is often the warehouse.

Businesses struggle with challenges ranging from staff issues to overstocked warehousing to underutilised resources to aging systems. These problems manifest themselves everywhere along the supply chain, and their knock-on effect and cost implications are significant.

With aging systems, businesses fail to compete – and their supply chain as a result is often caught up in the reality of the status quo created by aging infrastructure and technology. Value Logistics continue to invest significantly into the technology, processes and people that enable efficient supply chains. Not only do Value Logistics offer fully owned end to end supply chain solutions where we control own and manage each part, more specifically we offer state-of-the-art facilities backed by leading edge technology and professional people.

What Value Logistics are saying is this: If you

believe that warehousing is only about space, then there is never a good time to make the shift. If you believe that outsourcing your warehouse management is about expertise and system, you may make a step in the right direc-

tion and find a partner. But when you realise that outsourced warehouse management is about space and people and systems and structure – and is central to your supply chain efficiency – then you are likely to give us a call.

Although attractive, there are some unique challenges businesses face when looking to outsource any aspect of their supply chain. Some of these include their current infrastructure, their current staffing and their legacy systems. Any one

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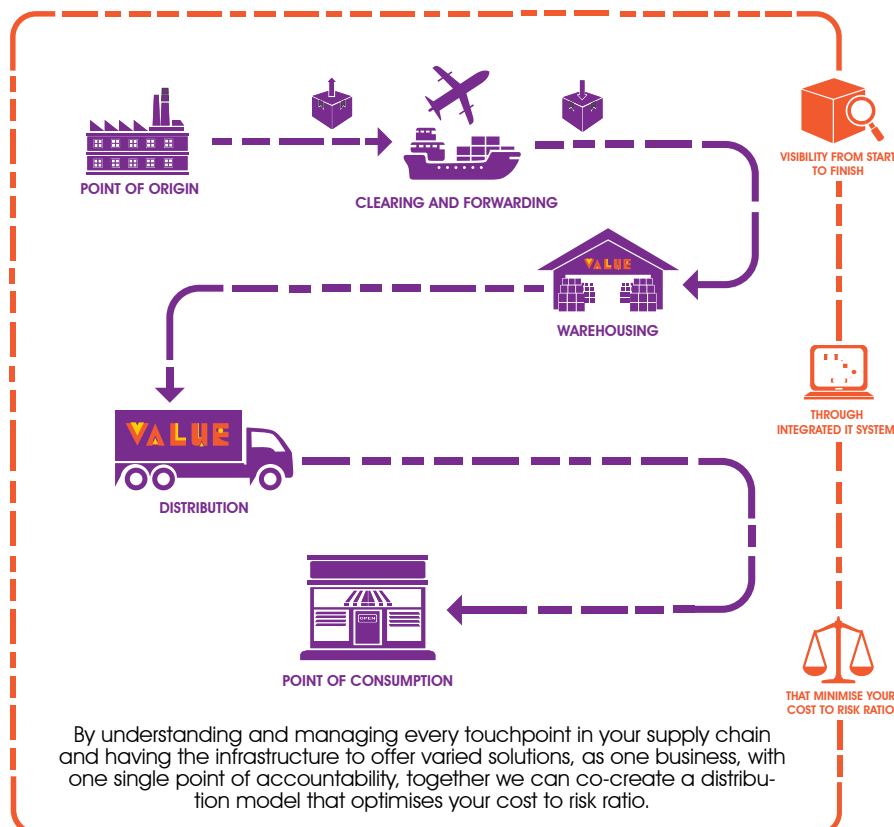
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Agreement to provide funding for African agricultural role players

SUB Saharan Africa (SSA) has experienced high economic growth rates over the past five years, but food security, and particularly food affordability continues to be undermined in the region. Low average incomes, widespread poverty, weak logistical infrastructure, political unrest and a heavy reliance on costly food imports amidst large geographical areas are some of the many challenges being faced.

Addressing this situation is one of the key reasons behind the recent launch by Nedbank (through its Capital division,) together with the International Finance Corporation (IFC,) of a US\$50M facility to help commodity traders and processors in Sub-Saharan Africa to import agricultural commodities and export cash crops.

The scheme, which is part of the IFC's Global Warehouse Finance Program (GWFP) is

focused on providing funding for farmers and traders in emerging and non-developed countries in Africa who are often unable to procure finance due to lack of sufficient conventional loan collateral.

"According to the Global Food Security Index 2014, while 20 (71%) of the countries in the region have recorded an overall improvement during the year, SSA countries still make up the bulk of the bottom tier of the index," says Sekete Mokgehele, Head of Global Commodity Finance at Nedbank Capital. "The scheme is crucial in order to deal with the real challenge of food security across the continent."

"As the only South African bank to have signed with the IFC, Nedbank is extremely pleased to be able to play its part towards ensuring that food, a basic human right, is available

to all citizens in Africa."

The deals are structured on a warehouse concept, with the physical commodity or collateral being stored in warehouses or other acceptable storage and in transit methods, in order to mitigate potential risks. As the product is sold, the trader pays the lender, enhancing cash flow for the farmer but still protecting the commodity on behalf of the financier.

"The GWFP covers transactions in Africa, excluding South Africa, whereby Nedbank's Global Commodity Finance (GCF) division provides finance against a specific agricultural commodity. This is managed under a collateral management arrangement, stock monitoring arrangement, Warehouse Receipt Financing, in transit against a Freight Forwarders Receipt or similar financing structures," says Mokgehele.

"It is important to note that GCF already provides these products and has been doing so since 1999 in its normal course of business," says Mokgehele. He says the arrangement with the IFC will allow Nedbank Capital to provide additional funding to African importers and exporters, thereby stimulating growth in local businesses in these countries.

"Although the program relates to most African countries outside of South Africa, the main focus is on the less developed countries, where financing is difficult to come by or offered at exorbitant rates. Nedbank Capital would like to ultimately assist in growth in GDP and economies of these countries and would secure food supply in respect of imports to countries where we may have previously been restricted in terms of limits and risk appetite."

He adds that in terms of exports, additional funding would result in an increase in foreign

Continued on P27

Goscor's Crown wins another award



Crown has won the German Design Award 2015 for its semi-automated QuickPick Remote order-picking system.

WAREHOUSE material handling company, Crown, has won the German Design Award 2015 for its semi-automated QuickPick Remote order-picking system. The German Design Council presented Crown with the award at the awards

ceremony, in Frankfurt, Germany, in February 2015. Crown is distributed in Southern Africa by Goscor Lift Truck Company, part of Imperial's Goscor group.

The Design Council jury highlighted that the QuickPick

Remote is the world's first semi-automated order picker of its kind. Crown was also acknowledged for the well-designed concept behind the technology, which combines a Crown low-level order picker with a remote-control glove.

"We are honoured to be recognised for this prestigious achievement. This is a unique innovation that truly simplifies the order picking process, and simplifies the lives of both management and hard-working drivers," said Crown's director of design Jim Kramer.

The lift truck itself sets a high ergonomic benchmark, but can also be manoeuvred from a distance using the unique remote-control glove with laser sensors in the truck.

"This is not only what makes it truly innovative, but also what ensures safety in operations," the Design Council Jury explained.

This QuickPick Remote greatly reduces the distance that drivers must walk while carrying loads, and improves productivity by up to 25%.

Further, a modern, dynamic-looking design reflects the visionary nature of this patented technology in every detail.

The Design Council jury highlighted that an exceptionally high standard had now been set by Crown.

"This award by the German Design Council validates the benefits and added value of Crown's innovative technology," says GLTC MD Darryl Shafto.

"The seamless interaction between operator and lift truck opens up new opportunities for reducing costs and increasing productivity, without compromising on operator safety," he concludes.

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Matrix apartments sell out within minutes



THE 51 apartments in the Matrix, a high rise, mixed use development under construction and which will form part of Century City's R1bn Conference Centre precinct, were sold within 45 minutes at a public launch.

This is the second residential project by the Rabie Property Group at Century City to sell out in less than an hour at its public launch. In October last year all 70 units in Mayfair Gardens were sold out within 45 minutes forcing the developer to release phase two of the development months ahead of schedule.

At the Matrix launch impatient would-be buyers queued at the doors to the venue several hours before the advertised time, desperate to secure one of the sought-after apartments. When the doors opened, some even broke into a run to get to the sales team who had the deeds of sale.

Less than an hour later, just under R100m of prime Century City real estate had been snapped up off-plan in the form of one, two and three bedroom section title apartments varying in size from 45m² to 103m², and priced from R1,4m to just over R3m.

Designed by award-winning Vivid Architects, some apartments will offer balconies, and many will have sea and mountain views. Basement parking is included in the selling price, with one bay being allocated to one-bed apartments, and the pricier two and three-bedroom apartments two bays each. North and west-facing apartments will have air-conditioning and finishes will include imported kitchens with built-in appliances.

Project Manager Steve Cloete of Rabie attributed the buying frenzy to the pent-up demand for residential property at Century City, combined with the particular appeal of the Matrix building.

"The Matrix apartments, with their distinctive architecture combining exposed concrete ceilings with beautifully finished bulkheads, downlighters, timber vinyl floors, and exposed brickwork interiors with imported German kitchens with Smeg appliances, are different to what we have produced before at Century City.

"In addition, the proximity of the building to Century City Square, where retail outlets, restaurants and coffee shops spill out onto a sheltered public area surrounded by water features and fountains, makes the apartments highly appealing to young professionals, who enjoy the 'buzz' and the convenience of inner city living.

"Both these factors contribute to making the Matrix a 'sexy asset' which, driven by the general awareness that residential property at Century City is a limited resource, made the development a smash hit with both investors and owner-occupiers," Cloete said.

Brian Usher, Sales Manager of Property World, the estate agency that handles all of Rabie's residential sales at Century City, said another major factor was the marketing campaign.

"Our electronic teaser campaign created a very strong element of curiosity and intrigue in the market place. This was so different that it had buyers completely hooked and eager to receive further information. Clearly the Matrix was a mind game cleverly played out.

"Potential buyers had to register online to get onto a guest list, then interact again by RSVPing to the invite, thus showing their genuine interest and intent to purchase.

"We then drip-fed them critical details, giving them privileged information about sizes and prices of apartments, enabling them to make an informed deci-

sion prior to arriving at the launch.

"Following all this hype, potential buyers then faced the challenge of getting into the physical queue at the launch, building up a very strong FOMO (fear of missing out) factor which saw buyers heading straight for the sign-up area without even a cursory glance at the model or the floorplans."

A number of buyers left the Matrix launch disappointed at not having secured an apartment but with some consolation in having submitted their details to be invited to Rabie's next residential development, Manhattan Quarter, which will be released to the market in May.

These spacious apartments will overlook the picturesque Grand Canal near KnightsBridge, and will benefit from 24-hour security, a landscaped internal park and an onsite creche.

Anyone interested in receiving advance information about Manhattan Quarter should register on the Rabie website.

The commercial component of the Matrix comprises six double-volume retail units on the ground floor, ideal for high-visibility destination retail, and three floors of flexible office space ranging in size from 120m² to a full floor of 1,530m².

Rabie Commercial Broker, Sedica Knight, said the 'funky, retro-styled' office space offered by the Matrix was perfect for smaller companies who wanted to make a strong creative impact, but demanded the hi-speed connectivity of Century City's world-class fibre-optic network, along with the ease of hiring meeting and board rooms in the neighbouring conference centre on a daily or hourly basis.

Construction of the Matrix has reached the fourth floor level with transfer and occupation planned for early 2016.

Growthpoint secures Tiger Brands for Range Industrial Park in Cape Town

GROWTHPOINT Properties' has concluded a deal with Tiger Brands milling logistics division to take up 4,600m² of business space on a three-year lease within its new R55m Range Industrial Park development in Blackheath, Cape Town.

Tiger Brands' new premises comprises a large warehouse, as well as 400m² of offices, situated at this well located Growthpoint development.

Riaan Munnik, Development Manager at Growthpoint Properties, comments: "We are delighted to welcome Tiger Brands to its new premises. Its tenancy at Range Industrial Park supports its business operations and confirms Blackheath's status as a top business area."

With this transaction, Range Industrial Park is now 50% let. The remaining half of the development is ready for other leading businesses to occupy.

Growthpoint acquired

this strategic property, which consisted of an existing building of 6,300m² and 1.4 ha of vacant land, in Blackheath in late 2013. It has developed the vacant site into modern industrial warehousing space supported by offices. Munnik says the vision was to create sought-after big-box warehousing, ideal for storage and logistics operations.

Engelbert Binedell, Divisional Director of the Industrial Sector for Growthpoint, believes the Range Industrial Park development correlates perfectly with Growthpoint's opportunistic approach to developments. "Blackheath is a growing node with increasing demand. We have taken a functional asset and bolted on a new development. The completed product has extracted underlying value," he adds.

This is exactly what Growthpoint has achieved by including features such as freestand-

ing stacking height of 6m and a maximum stacking height of 8m. Each warehouse unit has its own fully finished office component complete with dedicated entrance lobby and staff amenities, which include toilets and showers. Range Industrial Park is a secure access-controlled environment.

Growthpoint also ensured the development is flexible and has the ability to customise premises to meet the unique requirements of a business. Munnik says: "As a leading company that strives for best practice, safety is an important issue for Tiger Brands. We have helped it reinforce its commitment to safety with some special features for its premises."

Munnik adds that, besides being a quality modern property that offers very affordable rental with modern office space, a big factor contributing to Range Industrial Park's appeal is its exceptional location. Ideally located in

Cape Town's growing and highly sought-after Blackheath industrial node, Range Industrial Park is situated on the corner of Range and School roads, near the R300, which is the major link between the N1 and N2 highways, with easy access to both. In addition, the property is in close proximity to public transport and is a mere 200m from the Blackheath train station.

The area is serviced by the Blackheath City Improvement District, which includes top-up security and cleaning services. "This node is experiencing significant renewal, thanks to its management as well as improvements to its roads and landscaping," says Munnik.

"Another attractive feature of Range Industrial Park is that it includes opportunities for expansion, making it the ideal platform to support businesses along their growth journey," says Munnik.

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Threading machine cuts through the competition

THREADING, cutting and reaming operations can be dramatically improved with the RIDGID Model 1233 pipe and bolt threading machine, which offers enhanced processing through its impressive ¼-inch to 3-inch pipe capacity and 10mm to 52mm bolt capacity. This is according to Terry O'Kelly, Director at Dowson & Dobson Industrial.

The RIDGID Model 1233 is available locally through Dowson & Dobson Industrial – a supplier of a comprehensive range of industrial products and after sales service solutions.

O'Kelly notes that the machine boasts superior oiling technology.

"Through-head oiling of the dies and workpiece during operation cools the material, reduces friction and threading torque, and speeds material removal to maximise die life and the quality of threads."

The RIDGID Model 1233 is operated by a foot pedal switch, which ensures user safety. The machine also features a hammer-type chuck



Dowson and Dobson Director, Terry O'Kelly.

with replaceable rock-er-action jaw inserts, and a forward/reverse

switch for rotation in left or right hand directions, making it ideal for use on pipes, conduits and rods. O'Kelly assures that while the machine remains easy to use, customer support is available.

"Each Dowson & Dobson branch has a RIDGID specialist and complete training is given to customers to start them off. Upon completion, they receive a certificate of compliance. Service and maintenance is also taken care of by our fully equipped workshop. We offer all

customers full services and repairs on their threading machines," he says.

O'Kelly indicates that a large gap in the market exists between cheaper, low-quality machines and the RIDGID calibre of machine. "There are many sub-standard imitations and Dowson & Dobson will only supply US-based RIDGID, which is the longest-standing manufacturer of threading machines in the world, and its technology remains superior to this day," concludes O'Kelly.

ISO TC44 meeting hosted by SAIW in Cape Town

DURING January 2015, at the Lagoon Beach Hotel in Cape Town, the SAIW hosted the ISO TC 44 SC8 sub-committee meeting, which deals with equipment for gas welding, cutting and allied processes. This was the first time this committee has met in South Africa, and it was indeed an honour for South Africa to host the experts in this field. The committee members who attended the meeting were Prof. Dr. Ing. Kurt Ziegler from the German Metrology Institute who chairs the committee; Stephan Wellendorf from DIN, the German Institute for Standardization, Stephan fulfilled the role of secretariat for the meeting; Uwe Schulze, from BAM, the Federal Institute for Materials Research and Testing; Cesar Jubert from Air Liquide France; Francois Chaussat from Cahouet in France; Marco Giannelli from Harris, Italy; Marco Arzenton from Air Liquide Welding in Italy and David Warhurst from the United Kingdom. Our overseas visitors were joined by Roberto Dionisio from Afrox, Philip Doubell from Eskom, Sean Blake from SAIW as well as Peter Cross, Thero Malumane and Thembi Hlongwane from SABS.

The main items dealt with included the revision of ISO 5175 for flashback arrestors; ISO 15296 which defines the terminology for gas weld-

ing equipment; ISO 3821 which deals with rubber hosing for gas welding equipment; ISO 14114 – Acetylene manifold systems for welding, cutting and allied systems; ISO 2503 – Pressure regulators and pressure regulators with flow metering devices up-to 300 bar; ISO 5171 – Pressure gauges used in welding; ISO 5172 – Blowpipes for gas welding, heating and cutting; ISO 7289 – Quick action couplings with shut-off valves; ISO 7291 – Pressure regulators for manifold systems up to 300bar; ISO 9090 – Gas tightness for equipment for gas welding and allied processes; ISO 9539 – Materials used for equipment. The discussions were, as expected, technical and detailed and were sometimes rather heated indicating the enthusiasm and passion that all the attendees have for the subject matter. All in all, the event was a resounding success and affirmed SAIW's and indeed the entire South African welding industry's commitment to the development and implementation of international standards.

Meanwhile Jim Guild, Executive Director of the SAIW since December 2000 has retired. The new Executive Director is long-serving SAIW Operations Manager, Sean Blake, who officially took over in April 2015.

Guild says that his tenure at the Institute can be described as "steady progress". The fact, however, is that it is more apt to describe Jim's achievements as massive. When he started at the end of 2000 the SAIW was really a very small organisation with no international recognition of its courses, it was struggling financially and was fully reliant on sponsorship for its income. In short it was hardly a going concern. Today it is the leading welding training organisation on the continent and is self-sufficient. Its courses are recognised internationally; it has more than doubled its training population and has earned the respect of the global welding community.

"I put our successes down to exceptional team work," says Guild. "I am confident that this teamwork will continue under the expert and experienced guidance of Sean Blake. I wish them all the best for the future," he said. Blake says he is excited about his new position. "Jim did incredible work and leaves behind an excellent foundation on which we can grow the organisation. I look forward to the challenge," Blake concluded.

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Murray & Roberts Western Cape's diverse order book

Continued from P14

"Wherever possible, we strive to assist the client in meeting these needs in the most practical and cost effective manner possible. This means always paying close attention to the way in which we approach and carry out projects, as the tried and tested way of doing things does not always deliver the best results in terms of cost efficiency," Heron says.

However, the nature of long term client relationships has changed as the construction industry itself has changed. "Our close working relationship with our clients acts as a barometer for the general state of the construction industry. This

means we are constantly aware of the issues and concerns facing our clients and how their needs change accordingly.

"We now, more than ever, have to deal with smaller, less institutionalised clients as opposed to the insurance companies who were the major property developers in years gone by. We have to be sensitive to such dynamics, which often means having to establish special-purpose vehicles for each and every project," Heron says.

One of the trends identified by Murray & Roberts Western Cape as the needs of its clients have evolved is the conversion of existing buildings into modern apart-

ment complexes and the refurbishment and rejuvenation of older buildings. A case in point is the refurbishment of the two tower Merriman Square, also known as The Towers, in the Central Business District of Cape Town. "What we are finding is that as some of the older buildings around Cape Town come up for refurbishment, a key requirement is increasing the parking space available," Heron comments. Refurbishment projects pose their own challenges, however. At Merriman Square these included vacating the existing link between the two towers and incorporating a temporary entrance during the

construction period. Murray & Roberts Western Cape is recladding the façade with glass in order to render it more aesthetically appealing and modern. The respective 24 storey and 18 storey towers have existing basement parking, but a 13 storey parking garage is being added between the two towers. The project is on track, with the

cladding completed on one tower and 70% finished on the other. "We are running ahead of schedule due to the fact that we have a reasonable brief from a mature client, in addition to working together with a highly professional and solid team. It has been a showcase project in terms of logistics, co-ordination and project management.

At the end of the day, the success of any project hinges on the amount of upfront planning and accurate scheduling that goes into it," Heron says. In contrast to this project is the flagship new eTV headquarters in Roeland Park for Sabido Properties, comprising six levels of studios and four levels of basement parking. A particular

challenge here was the coordination of a large team of specialist subcontractors responsible for equipping and fitting out the building. Another specialist new build project is the Melomed Private Hospital in Tokai, a 148 bed specialist facility with a cardiac, neonatal and paediatric unit for client the Melomed Group.

Booyco electronics products reduce underground fire risk

THE leading causes of mine fires are flame cutting and welding operations, frictional heating and ignitions, electrical shorts, mobile equipment malfunctions, gas leakage and spontaneous combustion.

The fact that mine fires continue to occur with alarming regularity reinforces the importance of recognising and eliminating the potential hazards and the overall need for improved fire detection, control and suppression technology to ensure the best possible outcome during a mine fire.

"It is incumbent upon mine owners to institute comprehensive risk assessments followed by an action plan that incorporates the appropriate sensing and monitoring equipment, to drastically reduce the risk of underground fires," says Anton Lourens, managing director of Booyco Electronics.

Booyco Electronics has a number of products that have been designed and developed for local mining conditions. Leveraging the vast experience and knowledge accruing to the company's team of engineers and technicians, the company has worked closely with its mining customers to find solutions to the specific risks apparent underground.

The EXia T4 Intrinsically Safe ESI Smart Sensor meets the requirements for gas monitoring at fixed locations and incorporates unique design features that effectively address the shortcomings of conventional sensor in-

strumentation. Gases typically measured by the unit include oxygen (O₂), carbon dioxide (CO₂), flammable gases such as methane (CH₄) and combustible gases such as carbon monoxide (CO).

The modular design of the IP56 ESI Smart Sensor makes repair and calibration easy. Should a sensor fail, then only this sensor unit need be removed.

The IP68 rated Sentient handheld unit was developed specifically to improve safety in underground mining and

in any confined spaces in surface plants, and is the first multi-gas instrument in South Africa that also measures relative humidity as a standard offering.

The Sentient is also available with Fire Patrol capabilities. Distinguished by its bright red seal, the Fire Patrol Sentient is inserted into outstations located in specific areas underground, where it records date, time, gas and humidity measurements.

By instituting a

Continued on P27



Changing the Face of Welding Education in the Cape

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

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

Courses currently offered by SAIW Western Cape include:

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

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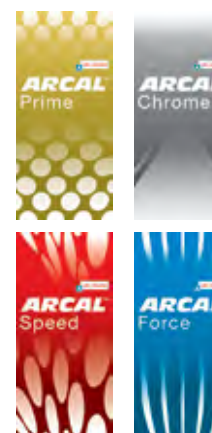


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AIR Products South Africa, sponsor of the South African Institute of Welding's (SAIW) Young Welder of the Year, sees the competition as another opportunity to further its aim of investing in the youth of this country. The company's corporate social investment (CSI) strategy has long been focused on education and training initiatives, especially in areas where there is an urgent need for skills development.

"Welding skills are critical in many industries and it is no secret that there is a dire shortage of engineering skills worldwide, specifically when it comes to expert welding. It is our great pleasure to have provided welding gases to facilitate this competition in the various areas of welding," says Josua Le Roux, General Manager, Central Support at Air



Air Products South Africa sponsored the 2015 Young Welder of the Year competition. Not only does this annual event resonate with the company's focus on skills development in young people, but with the particular need to develop welding skills in industry.

Products South Africa. The company has been closely involved with the Young Welder of the Year competition since its inception in 2004. For this year's competition, which was held from the 26th to

the 30th January 2015 at SAIW's premises in Johannesburg, Air Products provided various specialist gases including argon for TIG welding and its special blends – Coogar 82 for MIG welding and

Fluxblend for flux-core welding. In addition, Air Products also made a contribution towards accommodation and other costs related to the competition.

"We are passionate about training,

skills development and the empowerment of young people in South Africa," says Le Roux. "It is our hope that the use of Air Products' range of specialist welding gases and the experience in taking part in this event will have an extremely positive impact on the future careers of these young welders."

Air Products South Africa, in taking a long-term view of the gas industry in this country, has put in place a capital investment programme of R2bn for the development of critical infrastructure. 'G-Plant', at the company's flagship facility in Vanderbijlpark, was launched in June 2014, and its new facility at the Coega Industrial Development Zone (IDZ) was launched in November 2014, the first of its kind in the Eastern Cape. These are the fifteenth and sixteenth ASUs, respectively, to be built in South Africa by Air Products.

"While upgrading and developing infrastructure and technology is vital to our business, so is our investment in human skills development. Air Products strongly believes in enabling and empowering today's learners so that they can be effective contributors to a thriving future economy," says Le Roux.

Some of Air Products' other CSI projects include the ongoing support of a ballet school in Alexandra for disadvantaged young learners. In addition, the company has established a partnership with global children's organisation Inmed in establishing aquaponics training programmes at regional high schools.

Aquaponics is an innovative soilless crop growing technique, which is particularly suitable for rural communities where water is scarce.

"It has been our pleasure and privilege to sponsor the Young Welder of the Year competition. Not only does this annual event resonate with our focus on skills development in young people, but we also recognise welding as a sought-after skill in industries around the world. We thank the SAIW for this initiative and look forward to future opportunities to support young welders in their career growth and development," Le Roux concludes.

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Pourable chocking compound for marine applications

BELZONA 7111, a pourable chocking and grouting compound designed to endure the physical and thermal shock common throughout the marine environment, has launched in South Africa.

Specifically formulated to spread out evenly across irregular surfaces, the new compound is different from similar liquid applied chocking systems in that it can be stored for long periods of time.

It has currently been tested to confirm a three-year shelf life, with the recommended shelf life expected to increase to five years when tests are concluded.

Belzona 7111 requires neither hot work nor specialist tools during application. Once cured, this chocking compound exhibits high load-bearing capacity, while providing precise equipment alignment, dampening machine noise and vibration, and preventing loosening of threaded bolts.

These characteristics make it ideal for pouring foundations for ship propulsion systems and other heavy equipment, where alignment and anchorage are essential. Since machining of foundations is not required when this product is used, the cost and time for machinery installation can be reduced significantly.

The American Bureau of Shipping (ABS) has approved Belzona 7111 for marine applications such as chocking, backing and leveling in engines, pumps, generators, compressors, reduction gears, bearing blocks, crane rails and other machinery. The compound has also been approved to be used in constructions built under the Lloyd's Register's survey.

Commenting on the ABS approval, Dr. Xi Chen, Belzona's vice president of research and development said, "It is significant testimony that Belzona 7111 meets the highest quality and performance standards set forth by the marine industry."

Belzona 7111 has an excellent load bearing capability that is demonstrated by the compound's comparably high compressive strength. Tested in accordance with ASTM D695, compressive yield strength measures at 14930 psi (102.9 MPa) and compressive modulus at 5.75×10^5 psi (3964 MPa.)

Compound formulation is entirely from solids, resulting in no

shrinkage at all during the cure. Self-leveling properties facilitate quick and simple application.

Available in grey or orange, Belzona 7111 features high creep, high corrosion and high vibration resistance, qualities that ensure

ease of use and lasting performance under various service conditions.

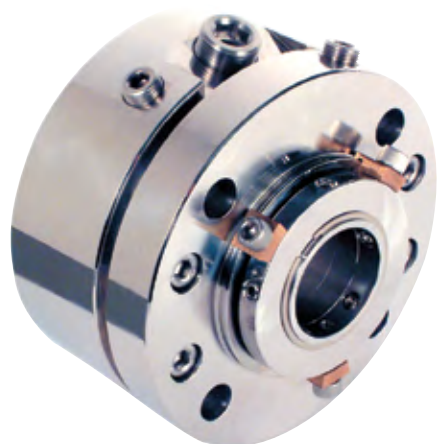
Its manufacturer, Belzona, is a leader in the design and manufacture of polymer repair composites and industrial protective coatings for the repair, protection and improvement of

machinery, equipment, buildings and structures. The company's Harrogate factory manufactures all products to stringent quality and environmental control guidelines complying with the requirements of ISO 9001:2008 and ISO 14001:2004.



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Secunda gets Sundyne service workshop

AESPUMP has opened a second dedicated workshop at its Secunda facility, this one to service Sundyne machines and magnetic drive pumps from subsidiaries HMD and Ansimag. The new facility joins a dedicated flameproof pumps workshop supplementing the main floor

where general pumps such as end-suction and split-case machines are serviced.

Both dedicated workshops approach clean-room environmental standard, and both are comprehensively equipped with cranes, inspection tables and workbenches fitted with rotatable clamps and

vertical motor stands for no-load run tests on gearboxes. The Sundyne workshop additionally has its own component parts washer.

AESPUMP is soon to upgrade its test bay, currently equipped for end-suction pumps and sump pumps, to manage the Sundyne range as well.

Formed in 2012 from the Secunda-based rotating equipment repairs division of sister company AESSEAL, AESPUMP initially offered only minor servicing such as the replacement of gears, bearings, packing and gaskets, but increased demand quickly led to expanded machining facilities and the installation of lathes and a balancing machine.

Besides Sundyne, the company is today an approved service centre for KSB Pumps, Hidrostal, Ecochem Pumps, Franklin Elec-



AESPUMP's new workshop for Sundyne, HMD and Ansimag machines.

tric, Netzsch, Helico and SS Pumps.

General procedure in all three workshops follows the same pattern. Incoming pumps are first stripped, after which the parts are cleaned of residual product by trained crews wearing protective clothing, and then inspected and assessed

for repair.

AESPUMP is classified as a Sundyne Channel One partner, complying with strict standards in sales, service and repairs. Inspection teams from the parent company regularly audit stock levels, training standards and business plans, and examine the workshops

for craneage, washing facilities, workbenches, tools and cleanliness.

In the new Sundyne workshop and its sister flameproof pumps facility, cleanliness is ensured by separation from the main workshop with its dust and metal waste from drilling, turning and machining work.

All three workshops are periodically inspected by independent authorities to ensure compliance with ISO 9001, ISO 29001, ISO 14001, OSHAS 18001, MASC (Mining and Surface Certification) codes and the SANS 60079-01/1 (electric apparatus for explosive gas atmospheres) standards for flame proofing, including OD 014 and OD 015.

AESPUMP augments its offering with free gearbox run-tests on pumps serviced outside the facility, with customers' technicians in attendance to gain hands-on training and experience.

Training of AES-PUMP's own service technicians is ongoing, with rotational training programmes equipping them with the skills needed for on-site problem diagnosis as well as workshop service and repairs.

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Speaker line-up for Petro.t.ex Conference

SEVERAL industry experts and leaders in the petrochemicals industry have been announced as part of the speaker line-up for the upcoming Petro.t.ex Conference.

Petro.t.ex Africa Conference and Expo is a major mid- and down-stream event focused on showcasing products, services and business opportunities across Sub-Saharan Africa. The event is also a component of the multi-sector South African Industry and Technology Fair which takes place at Gallagher Convention Centre, Midrand from 20-22 May 2015.

"The Petro.t.ex Exhibition and Conference is a key opportunity for industry leaders, government and interested parties to examine and discuss the latest trends in equipment, policy and services related issues - all under a single and convenient banner," explains Bette McNaughton, organiser of the Conference.

The high-level speaker line-up in-

cludes Godfrey Pange-ti, CEO of Sharpshell Industrial Solutions; Nobuzwe Mbuyisa, Chairperson of Chevron SA and Bakang Moeketsi, recently appointed a Director of the South African Petroleum Retailers' Association (SAPRA). The keynote speaker at the opening of the conference is Avhaphani Tshifularo, Executive Director of the South African Petroleum Industry Association (SAPIA.)

"This year's conference will focus on major upcoming projects and also examine the various issues and challenges facing the industry today," McNaughton says. "For example, 65% of South Africa's refining industry is located at coastal installations, and 35% is based inland, despite the fact that 60% of fuel production is consumed inland. This presents a distribution imbalance which needs to be addressed. Peter Morgan, Director of



Avhaphani Tshifularo, Executive Director of the South African Petroleum Industry Association.

the Liquid Fuel Wholesalers Association, will discuss potential changes to the wholesale fuel industry."

Biogas - Clean, Renewable Energy

Biogas is a cost-effective and clean source of renewable energy. Waste dumps as well as human and animal waste release methane that can be harvested as biogas fuel which con-

verts to carbon dioxide after combustion. This CO₂ is in turn absorbed by plants during photosynthesis to reduce greenhouse gasses and produce oxygen.

"The current energy crisis in South Africa has many people in urban areas with unreliable access to electricity," explains John Thomson of Exhibition Management Services, organisers of INDUTECH. "Jason

Grifford, of the Southern African Biogas Industry Association Steering Committee, will discuss alternative fuels such as biogas at the Conference."

Other topics to be covered include:

- The overall status of the liquid fuel industry - Avhaphani Tshifularo: Executive Director of SAPIA
- The role of independent storage suppliers, by Muzi-wandile Mseleku - Burgan
- Promoting and protecting the interests of fuel retailers, by Bakang Moeketsi: South African Petroleum Retailers Association
- A top level debate on the 'Outlook on the Fuel Industry through Scenario Planning', which includes representatives from Chevron, Shell and BP.



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Construction date set for Saldanha Bay IDZ

IN a key milestone for South Africa's oil and gas hub, the Industrial Development Zone site at Saldanha Bay is being prepared for construction, which is set to officially begin in August.

Preparatory site work at the IDZ is expected to run until the end of May.

Alan Winde, Minister of Economic Opportunities, said the project was one of several being driven jointly by Saldanha Bay Industrial Development Zone Licensing Company, the Transnet National Ports Authority and investors.

"After the preparatory work is completed, site clearance and earthworks will begin. The actual construction is expected to start in August and continue until September next

year. This construction work will include sewer reticulation installations, water and electrical service installations and roadworks," said Winde.

The feasibility study found that an IDZ in Saldanha had the potential to generate R10bn for the region's economy over the longer term. Minister Winde said the progress to date was the result of partnerships between all spheres of government.

"Minister Rob Davies, the National Department of Trade and Industry, the Western Cape Government and the local municipality have worked closely on this project. The IDZ will become a significant catalyst for growth and jobs and will play a

major role in boosting foreign direct investment into the country."

Winde said that enabling oil and gas servicing, underpinned by the designation of the IDZ, was central to Project Khulisa's drive to grow the sector.

"Focusing specifically on upstream and midstream services such as rig repair, this sector already provides 35,000 formal jobs opportunities in the province. Through Project Khulisa, we have the aspirational goal of adding up to a further 60,000 formal jobs in this sector and increasing its economic contribution up to R3bn, from its current R1bn."

"We seek to grow this sector by transforming Saldanha Bay into

a world class rig repair hub and by equipping local residents with the skills they need to take advantage of the opportunities that will arise."

Winde said skills development was a key aspect of Project Khulisa's goals.

"1,500 people from 30 different occupations are needed to repair one rig. We must encourage the development of new artisans, which is why we launched the Artisan Development programme, a programme we hope to scale up in the near future."

Winde said the average age of artisans was 55 years old, while the average of participant on the Artisan Development Programme is 23 years old.

Hytec Group expands sub-Saharan distribution of Bosch Rexroth oil control cartridge valves



A complete array of Bosch Rexroth Oil Control cartridge valves is available across Africa through the Hytec Group.

reduces inspection and maintenance requirements, facilitating a more efficient hydraulic operation.

The valves offer a typical working pressure of 350 bar, with some rated to 630 bar, and flow rates of up to 700 l/min, for fluids between -30 °C to 100 °C. The screw-in cartridge valve range includes pressure control valves, check valves, counterbalance valves, flow control valves, logic elements, directional valves and proportional valves.

These cartridge valves are used extensively in mobile applications, for instance in lifting platforms, agricultural machines, earthmoving and materials handling equipment and mobile cranes. The valves are also used in many industrial applications.

While mechanical and solenoid cartridge valves remain the most demanded solution, the demand for proportional valves is growing due to a recent increase in automation projects.

Oil Control cartridge valves will be stocked by HYSA, Hytec's central warehouse for all Bosch Rexroth hydraulic products, and distributed via the Hytec branch network.

AS part of the new joint venture into Africa, the Hytec Group has increased its distribution and support of the full range of Bosch Rexroth Oil Control cartridge valves throughout sub-Saharan Africa. This expanded support will enhance the Group's logistical, sales and support capabilities of the products, and includes a more competitive pricing structure for this series.

The valve range simplifies conventional compact hydraulic systems, and enhances hydraulic circuits where space and weight present fundamental application constraints. Bosch Rexroth cartridge valves are characterised by a very long service life: at an operating pres-

sure of 350 bar, the cartridge solenoid valves are rated for a product life of 10 million cycles.

The unique design of the cartridge valves reduces the amount of interconnecting pipework required within the hydraulic circuit through a customised manifold. This reduces the overall weight, and space requirements, of the machine, resulting in decreased power requirements – contributing to better all-round energy efficiency. Because the interconnections of piping within a conventional hydraulic system are a common source of fluid leakage, the compact design and reduced piping requirements of the cartridge valves also

Agreement to provide funding for African agricultural role players

Continued from P20

exchange earnings for local countries which would stimulate job creation. "These benefits would be passed onto local farmers who would have easier access to sell their produce at more transparent and improved prices. The program therefore provides a "win-win" solution for all stakeholders along the agri-commodities supply value chain and will go a long way to ensure sustainability in the agricultural sector on the African continent."

The first deal has already been signed with rice importers in Liberia, a country heavily affected by the outbreak of Ebola. The crisis heightened the issue of food security in the region, with restrictions on air travel and border closures further adding to pressures. The funding provided by Nedbank has ensured that food is still delivered to the country without any disruption.

German Vegarra, IFC's Regional Head of Manufacturing, Agribusiness and Services for Sub-Saharan Africa concludes, "The private sector has a crucial role to play in containing the economic effects of Ebola. By partnering with Nedbank, IFC and Global Agriculture and Food Security Program (GAFSP) will support commodity trade in Liberia, to maintain economic activity and ensure food security in the country."

Booyco electronics products reduce underground fire risk

Continued from P23

downloading network configuration, users can gather data from up to 500 Sentient units in a matter of minutes. Specialised web-based software enables various reports to be generated, such as detailed information on gas detected in the underground environment, peak values, TWA values, pre-shift tested values, calibration reports and "no movement" reports.

The low maintenance Sentient is protected against water ingress and features a drop protection capability that automatically switches off the

sensor if the instrument is dropped.

The Remcon Fire Detection system has proven highly popular with many of the industry's leading mines, with one installation deploying 750 sensors. The popularity of the system is due to its adherence to the mining industry's requirements for reliable monitoring of gases underground.

Incorporating Booyco Electronics' Smart Sensor enables the Remcon Fire Detection system to provide localised display of sensor information and with its plug and play format, system

maintenance can be conducted with ease, allowing sensors to be replaced underground without the need for recalibration.

The Remcon Fire Detection system uses open wire modem technology and can run over long distances.

"Mine fires represent one of the greatest threats to those working in the underground mine environment. Booyco Electronics will continue to collaborate with customers to develop products that decrease the risks through ongoing sensing and measuring of gas," Lourens concludes.

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Restriction on freight vehicles won't reduce road carnage

Comment by Gavin Kelly – Technical and Operations Manager: The Road Freight Association

THE proposed legislation to restrict freight vehicles in peak hours will not reduce road carnage says Gavin Kelly, spokesperson of the Road Freight Association, but will merely create greater congestion, more chaos and pandemonium on our roads.

It will now cost you more for a loaf of bread if you're lucky enough

to find a fresh loaf on the shelf at your local supermarket. And not to mention your veggies, meat, chicken, fish, butter, milk, which is already being impacted by the countrywide loadshedding.

Picture laden trucks parked off on the sides and verges of roads from highways to up-market suburban areas and a sudden tsunami

of trucks as soon as the restriction is over jostling to markets to make up for lost hours.

Operators will now have to review loading and offloading times with customers and review how loads are going to be distributed around the country. This could very easily result in smaller vehicles being utilised which will just drive

up the cost of logistics and motorists will have to contend with more freight vehicles on the road.

This legislation will not solve the real problem on the road, which is the lack of enforcement and motorists not obeying the rules of the road. Sporadic testing of drivers by authorities will also not curtail the accidents.

The major truck accidents were caused as a result of operators that did not operate legally and professionally on our roads, which would most probably have been prevented through proper law enforcement. In the incident in Pinetown, despite the driver's illegal license, it was clear that no compliance training had taken

place and in the N12 incident, a basic pre-trip inspection had not been properly conducted and the truck had not been maintained. In the unfortunate accident with Minister Chabane, the owner of the vehicle was not a professional operator and the vehicle had not been licensed.

The association urges the Minister to

seriously reconsider such draconian measures that will be more damaging to the economy and will result in a poorer society.

"Minister, rather focus your resources on proper law enforcement, eradication of bribery and corruption and providing more officers on duty during the period of the proposed restriction."

Western Cape trade visit paves the way for partnerships with Angola

THE Western Cape Government's official visit to Angola has paved the way for 17 local businesses to establish trade partnerships with this African counterpart.

Premier Helen Zille and Alan Winde, Minister of Economic Opportunities, aided by Wesgro, led a business delegation to Angola to enhance relations between the two regions.

Zille said the two

day visit had been very successful as both the Western Cape and Angola expressed a great willingness to explore investment opportunities between the regions.

She added that the Western Cape and Angola were natural partners, because they shared the Atlantic coastline, among other things.

"The Western Cape is a willing partner and we hope business-

es from our region will have an opportunity to contribute to Angola's road and infrastructure development projects. The improved transport infrastructure (including freight and ports) is beneficial for trade between our two regions," Zille stressed.

Winde said that businesses from both regions participated in a business-to-business workshop to ex-

plore opportunities for collaboration.

"South African retailers – which have a presence in Angola – have to source local produce in that country. We're looking at ways we can work with Angola's agricultural sector to develop partnerships around production. Participating businesses visited Angolan retailers to further explore possible linkages. I am confident that following

this visit, local business will have formed valuable networks and I am looking forward to receiving a comprehensive report-back when they return," said Winde.

Winde said the Western Cape's award-winning wine industry was also showcased, with Wines of South Africa (WOSA) hosting a tasting for Angolan delegates.

"The value of the Western Cape's ex-

ports to all of our markets increased by 78% between 2009 and 2014.

Angola is South Africa's 13th biggest market for wine sales and through smart agreements, there is significant potential to increase the volume of wine we export to other African countries," Winde proposed.

Since an official visit by Winde in 2013, there have been nu-

merous trade and investment missions led by the Western Cape Tourism, Trade and Investment Agency (WESGRO) to Angola.

Angola is a key trading partner for the Western Cape. The value of the Western Cape's exports to Angola was valued at over R2bn in 2013. Over the past year, the province's exports to Angola have increased by 30%.

Reaching new frontiers with SAAFF Congress 2015

NEW opportunities, new content, new activities, new networking opportunities – these are just some of the exciting additions that delegates to the South African Association of Freight Forwarders (SAAFF) annual Congress can look forward to this year. Aptly themed "New Frontiers," this mould-break-

ing event takes place from 14 to 16 October 2015 at the Durban International Convention Centre, KwaZulu-Natal.

Explaining the reasoning behind the theme and the changes to the event, SAAFF CEO Dave Logan says, "The freight forwarding industry is facing major changes as it fights to

stay viable in a changing global environment. For freight forwarders to survive – and thrive – a major paradigm shift is needed. This is what this year's congress will focus on."

Logan says that freight forwarding has become a progressively complex and specialised service in the current context

of globalisation, tight security regulations and skills shortages. "We are operating in a turbulent environment," he says. "Freight forwarders face numerous challenges: volatile fuel prices, rising toll costs, restrictive carbon requirements and many others. Maintaining a competitive advantage under these condi-

tions requires strategic planning and decisive action. Business is becoming more and more challenging as complexity increases."

Proactive topics that will be covered at this year's congress include latest international trends, customs practices, industry modernisation, BBBEE, legisla-

tion, supply chain and to name a few.

Currently the industry's outlook is fairly positive, with the International Air Transport Association (IATA) forecasting a compound annual growth rate of 4.1% over the next four years. Even better news is that Africa is the second fastest growing market, with

a CAGR of 4.4%.

The SAAFF Congress is a powerful platform structured to equip delegates with more practical knowledge on the realities and challenges of the current trading environment and the tools required to leverage these opportunities. It is also a forum for all stakeholders – from sponsors and suppliers to members and customers – to engage directly with senior decision-makers of freight forwarding companies, government and policy makers.

Exciting new additions to this year's Programme include the SAAFF Golf Challenge at the Durban Country Club; a site visit to the Durban port and a sponsors' meet-and-greet session, where SAAFF's generous sponsors, such as SAAFF's primary financial contributor, Lombard Insurance Company Limited, can network with the who's who of the industry.

The Congress will run alongside a two-day industry supplier exhibition, with exhibitors showcasing products and services for the freight forwarding industry.

Since its inception, the congress has grown in terms of delegate numbers and industry support, entrenching it as the definitive knowledge event focused on trends, opinions, issues and opportunities in the freight forwarding sector. This year it is bound to set a new benchmark for our industry.

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Innovative building: SA's greenest residence

USING Innovative Building Technology and optimal architectural design, Stellenbosch University's new 208-bed student residence, which is currently under construction, will help address the major accommodation shortage at the university. The R43m Tygerberg campus residence, which is being built by student accommodation group, STAG African, will make use of Light Steel Frame Building and incorporate energy-saving features such as LED lighting and heat pumps, which will use 50% less electricity than a standard building. The residence, which is due for completion in November 2015, has set its sights on being the greenest residence in Africa.

"Sustainability and innovation are at the forefront of our green agenda; more than being a key focus for the university, our students expect it," Pieter Kloppers, the Director of Student Communities at the University of Stellenbosch said. "Based on the success of Ubuntu House, our first green residence developed by STAG African, we look forward to the completion of the new residence, which will go a long way in addressing the accommodation shortage at our Tygerberg medical campus."

By focusing on the student themselves, STAG African have pioneered a cost effective, green alternative to building; "We wanted an optimal architectural design that ensured every square meter of the building was designed specifically for the needs of the student," John Schooling, MD of STAG African said.

While campuses are expanding, taking on more students and adding new departments, the one area of university life that is lagging is the issue of student accommodation. "The cost of student accommodation is very expensive; the national norm is around R280,000 per bed - for a lot of universities, that's unaffordable. We looked around for a building method that we could apply to the South African context and discovered a substantially cheaper solution to bricks and mortar; something that is much better,"

Schooling said.

Used to build the Eiffel Tower, the Empire State Building and the old and new World Trade Centres, Innovative Building Technology has been widely used in many developed countries. Not only does it reduce carbon footprint, it also dramatically reduces the cost and time taken to construct buildings. "Using this technology, we can reduce building time by 40% and the costs associated to it dramatically. For universities, where cost ultimately is the deciding factor, it's an obvious choice. By default, it addresses the student's need for a green living environment," Schooling said.

"Accommodation for students is more than providing a place to sleep; it's about creating communities; a listening, learning and living environment. This is crucial to the success of the housing facilities provided by the university," Kloppers said.

"Student housing, over and above providing a place to sleep, creates a sense of belonging; for many, it's where real integration and camaraderie takes place - its importance cannot not be underestimated."

Biodiesel: The Facts from a Producer

Craig Waterman, CEO of Green-Diesel gives Cape Business News some insight into biodiesel.

"BIODIESEL is an alternative fuel to diesel, which means it can be used in any diesel engine no matter how big or small it is," Waterman says. "No engine modifications are necessary to use biodiesel and biodiesel can be mixed with diesel (50ppm or 500ppm) in any percentage. Users of biodiesel can revert back to diesel at any time with no detrimental effects on the fuel system or engine. Interestingly biodiesel has little or no sulphur but has superior lubricating properties and outstanding cleaning properties."

Biodiesel is undoubtedly a renewable fuel. It can be made from

any vegetable oil extracted from plants, nuts or seeds, irrespective of the oil being edible or non-edible. Biodiesel can also be made from used cooking oil, animal fat, or organic grease. The quality of the biodiesel won't be affected by the quality of the feedstock. SANS 1935 is the specification for biodiesel in South Africa which is similar to the EU specification EN14214 and the American specification ASTM D-6751.

Biodiesel is supported by NAAMSA - National Association of Automobile Manufacturers of South Africa. The general policy in South Africa for engines under warranty

is that these engines can use 5% biodiesel blended with 95% diesel (50ppm or 500ppm) provided that the biodiesel meets the SANS Specification and when blended meets SANS 342, which is the specification for diesel. Some engine manufacturers do warrant their engines for higher blends of biodiesel.

"Some tractor engines are already warranted for the use of 100% biodiesel. Engines out of warranty can use any blend of biodiesel, the exception being engines with common rail injectors. These engines can only use a maximum blend of 20% biodiesel and 80% regular diesel.

Biodiesel is non-flammable, non-hazardous, non-toxic and is biodegradable. Biodiesel has a three month shelf life and is best stored in a dark plastic tank or drum, preferably under roof and in a cool, dry environment," Waterman adds.

"Tanks should be kept full with minimal exposure to air. Biodiesel when used in a diesel engine, emits 75% less exhaust smoke emissions and 78% less CO₂ emissions. For crop to combustion, every litre of biodiesel used saves the earth 7,3kg's of CO₂. Biodiesel has a higher Cetane rating than regular diesel. The Cetane number is a measure

of how easily ignition occurs and the smoothness of combustion. It is for this reason that diesel engines run quieter when using biodiesel."

The viscosity of biodiesel is affected by cold temperatures, typically below +0C but it is dependent on the type of oil/fat/grease used in the production process.

"The use of biodiesel in temperatures below freezing has to be managed differently to regular diesel. Green-Diesel have various solutions to this problem. Green-Diesel manufacture biodiesel and biodiesel processors for home or commercial use," Waterman concludes.

Inaugural Green Pioneer Accelerator produces over US\$15m of investment deals in South Africa

THE Green Pioneer Accelerator focused on early stage enterprises contributing innovative solutions to environmental issues such as climate change, energy insecurity, loss of biodiversity and degradation of ecosystems. Over the past four months Impact Amplifier, GrowthAfrica, VC4Africa and Hivos offered the Green Pioneer Accelerator programme to selected businesses, taking them from 'market proof'

to 'ready for investment'. Twenty one committed entrepreneurs were selected for the programme in Kenya and South Africa.

The ten entrepreneurs who graduated from the Impact Amplifier hosted programme in South Africa are:

- Savvy Loo - a waterless sanitation and bio-energy solution for rural areas and temporary settlements
- SolarTurtle -

bringing electricity to off-grid communities with woman-run franchises

- Lady Bonin's Tea - sourcing organic, sustainably farmed tea from across South Africa
- Mellowcabs - providing electric mini-cab taxis
- Mechanical Concrete - using waste car tyres to build roads greener, faster and cheaper
- Project Solaris - providing a novel biofuel feedstock crop for aviation fuel

- Shakti Energy - offering a pedal powered generator for recharging lights and electronics to off-grid informal settlements
- MySmartFarm - a one-stop-shop solution for farmer's data on one cloud platform and user friendly interface
- Botanica Natural Products - producing natural ingredients from indigenous African plants for the skin-care and cosmetic

- industry
- PhytoPro - producing plant based protein products made from peas, for consumer and medical consumption

The Green Pioneer Accelerator graduates have been working closely with mentors and partners in preparation for the Venture Forums. The participants are positioning their compa-

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Multi-million Rand extension for the Nooitgedagt Water Treatment Works

THE second phase of a multi-million rand water works operation has been launched, aimed at increasing the amount of clean water to the residents of Port Elizabeth, at a lower cost to ratepayers.

The development was announced today by AfriCoast Consulting Engineers, which took control of the impressive Nooitgedagt Water Treatment Works (WTW) site last month.

AfriCoast is the engineering consultancy appointed for the R126.4m project which will double the clean water supply from the

Nooitgedagt WTW to the Nelson Mandela Bay area by February 2017, effectively meeting the region's increasing demands for water.

Stuart Fergusson, Acting Director of Water Management and Bulk Supply for the Nelson Mandela Bay Municipality (NMBM), said the Nooitgedagt-Coega Low Level Scheme (NCLS) was identified as the city's next available water augmentation project.

"The Metro's water demand is increasing at a rate in excess of three per cent per annum. To satisfy this ever increas-



New site: Project team members, from left, Tiaan Jonker (Ruwacon Quantity Surveyor), Johann Vos (Ruwacon Contracts Manager), Kevin McRae (Executive Manager: Water & Sanitation at AfriCoast Consulting Engineers) and Binks Marais (Surveyor) on site where the expansion of the Nooitgedagt Water Treatment Works second phase will be built.

ing water demand, the national Department of Water and Sanita-

tion initiated a study to evaluate and prioritise all available water re-

sources to the Algoa Bay region. The Nooitgedagt Coega Low

Level Scheme was identified as the next water augmentation project available to the Metro," Fergusson explained.

"Construction of Phase Two of the Nooitgedagt WTW has commenced and will be followed by Phase Three and a further 45Ml reservoir at Olifantskop."

The new extension includes the use of the cutting-edge filter technology and the use of ultra violet (UV) light for better quality and increased volumes of water supply to Nelson Mandela Bay, a water stressed area.

"The new system

is more efficient than older false-floor and nozzle systems used in the past, allowing more water to be filtered over longer periods with less frequent backwashing and cleaning of the filters needed. This, in turn leads to operational cost savings for the metro and ratepayers," said Kevin McRae, Executive Manager for Water & Sanitation at AfriCoast Consulting Engineers.

The use of UV light as part of the disinfection process is also a first for

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BCCEI dispute centre is now open for business

THE Bargaining Council for the Civil Engineering Industry (BCCEI), registered at the Department of Labour on 7 December 2012, says that party to party disputes are now being handled by its Dispute Resolution Centre.

The BCCEI represents the interests

of all CIDB level 4 to 9 companies. These are companies rated to undertake contracts with a value exceeding R1.5m, who are members of SAFCEC and whose employees are members of BCAWU or NUM.

Merle Denson, senior case management

officer at BCCEI, explains that having disputes heard by the BCCEI is advantageous to parties for a number of reasons.

"The primary one is that the BCCEI has a current data base of skilled conciliators and arbitrators from which a panel of experienced

commissioners has been selected and each is more than competent to hear individual cases. All commissioners sitting on this panel are CCMA accredited and have extensive experience in this industry sector."

A large number of the commissioners

have served on the Gautrain project, as well as at Medupi and Kusile power stations and therefore have an intimate understanding of the complexity of the issues common to the industry. Some of the panel members have also been trained in the new Labour Relations Act (LRA) amendments with specific reference to Section 198 disputes, which deal with Temporary Employment Service (TES or labour brokers.)

"Because the civil engineering sector is mature and very specialised, it was essential to secure individuals who understand this industry when overseeing or hearing a dispute. The use of suitably qualified commissioners will consequently ensure the fairness and quality of the arbitration award," Denson adds.

Another significant advantage is that the council is also in the process of building a library which will house all arbitration cases relating to the industry. The data will be available to members via the BCCEI website and will not only enable the BCCEI to build up a case study data base, but will also allow parties to access and review similar previous cases.

"Due consideration will be given to those cases of a sensitive nature and in these instances specific references such as company and individual names will be removed," says Denson.

All cases will be referred to the new BCCEI head office in Bedfordview, where the majority of cases in the greater PWV area will be heard. For cases in other regions, a commissioner will be appointed from the BCCEI panel to facilitate the process within that specific region.

The new Johannes-



Merle Denson, senior case management officer at BCCEI.

burg premises include custom-built hearing rooms with state of the art equipment for recording of all arbitrations. Copies of these recordings will be available to parties in the dispute at a nominal cost. To ensure further ease of use, all the LRA statutory forms and the council's rules will be available on the BCCEI website for access by parties when referring a dispute.

"It is worth noting that if a matter has already been referred to the CCMA prior to 1 April 2015, then that matter will proceed at the CCMA. In addition, Section 21 disputes relating to organisational rights will still have to be referred to the CCMA, as the BCCEI does not have the jurisdictional right to handle such disputes. Furthermore, the council is also not able to handle unfair discrimination disputes and these will also need to be referred to the CCMA," Denson says.

An additional service provided by BCCEI is an Inquiry Arbitration (IA.) Previously known as Pre-Dismissal Arbitration (PDA), this service will be available at a nominal charge. All Inquiry Arbitrations will be performed in terms of Section 188A

of the Labour Relations Act (LRA) and the commissioner's finding will be final and binding.

When an Inquiry Arbitration is conducted, it negates the need for an internal disciplinary hearing process within an organisation, enabling both parties to proceed directly to arbitration. With an Inquiry Arbitration, there is the option for the dispute to be heard at the company's own premises, should this be required for logistical reasons. In addition to this, the parties can determine the date for this arbitration, allowing for greater flexibility.

"BCCEI's dispute collective agreement is currently with the minister and we are awaiting a publication extension to non-parties. Following confirmation of this, BCCEI will apply to the CCMA for accreditation. Once accredited, the BCCEI will be able to undertake dispute resolution for party to party and non-party disputes within the civil engineering industry, with the exception of CIDB 1, 2 and 3 companies. Once we have received notification of the accreditation, we will advise the industry," Denson says.



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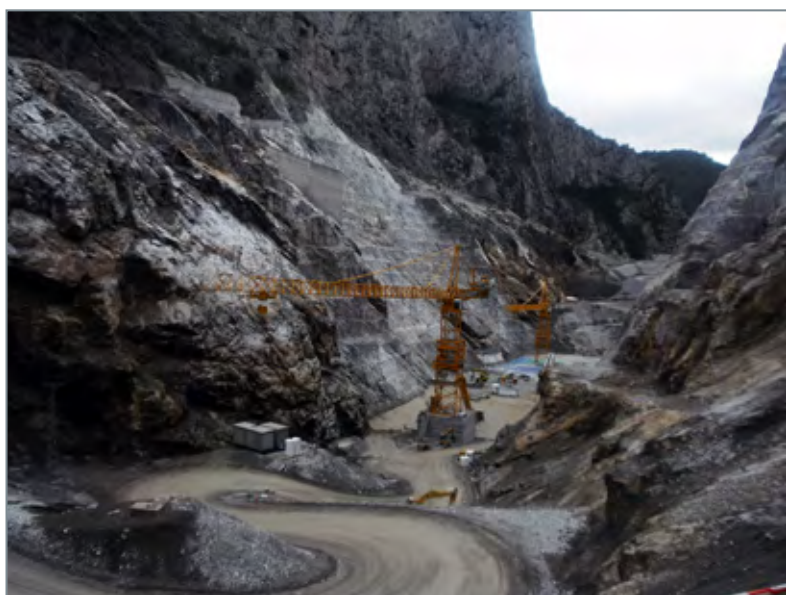
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Mining & Aggregates is part of Afrimat Limited, a leading black empowered open pit mining company.

SA French supplies tower cranes for major South African dam project



Potain tower cranes are used on large dam projects throughout the world.

POTAIN tower cranes will dominate the horizon on a major project by the Department of Water and Sanitation (DWS) to raise the Clanwilliam Dam wall. This is according to Quentin van Breda, managing director, SA French.

"This will be the largest dam construction project undertaken by DWS after the De Hoop Dam project, where Potain tower cranes were also deployed. The latest project is a showcase for local supplier SA French in using tower cranes for such complex civil engineering projects."

SA French, a division of Torre Industrial Holdings, will supply a MD 485 tower crane, which is adaptable to a variety of job sites due to its modular design and efficient load handling capabilities. In addition, its Optima controls provide for smooth speed changes and high productivity. It will also supply a Potain MC310 crane, expected on-site in early May. The 25ton Potain MD 485 tower crane will pour the bulk of the concrete work at the Clanwilliam Dam, supplemented by the Potain MC 310 for smaller lifts.

The MD 485 tower crane was used with great success at the De Hoop Dam project on the Steelpoort River near Burgersfort in Limpopo Province. It has been dismantled and transported to the Clanwilliam Dam on the Olifants River in the Western Cape. The extensive experience that SA French gained at De Hoop will facilitate the construction process at Clanwilliam and help drive down the overall cost for the client.

"The methodology of using tower cranes for dam construction is largely cast in stone,

and a lot of the knowledge and experience we gained at De Hoop and other DWS dams will be easily transitioned to Clanwilliam," says van Breda. A major accomplishment at De Hoop was relocating the Potain MD 485 tower on two separate occasions.

An example of SA French's proactive approach to meeting the specific requirements of its client was its recommendation that simultaneous erection of the two tower cranes will result in a considerable cost and time saving. The company will have a team on-site for the commissioning process, while DWS will use its own operators. "Part of our in-house offering is to train any certified operators that the client may require," van Breda says.

Upfront planning is critical in terms of adherence to all health and safety requirements, as well as ensuring that all lifts are carried out as accurately and as quickly as possible.

This is a key feature of the total lifting solution offered by SA French, which includes its considerable expertise backed by an extensive reference base in complex engineering projects, all of which is complemented by Potain's market-leading tower crane technology.

SA French's long-standing relationship with DWS, starting with the former Department of Water Affairs on the Braam Raubenheimer Dam near Lydenburg in 1982, was cemented by its successful involvement at the De Hoop Dam. This relationship played a vital role in it securing its latest contract. "Our long-term relationships add additional value in terms of our comprehensive service and support," van Breda says.

Tower cranes are particularly suited to dam construction, as such projects require very specific lifts at certain radii. The number of lifts required on a dam site in terms of piping, valves and pumps does not justify the use of a crawler crane from a cost-effectiveness perspective, van Breda notes.

"More often than that these lifts relate to the massive pipe structures that need to be handled and put in place. The only cranes that can handle these structures efficiently in terms of the combination of the height and the required radius are tower cranes," van Breda says. Some of the pipe sections at De Hoop, for example, ranged from eight to ten tons.

The Clanwilliam Dam project is expected to use Roller Compacted Concrete (RCC), which DWS pioneered at De Hoop. This comprises large, dry aggregate in the form of rock, sand and cement that is compacted to form the bulk of the dam wall. RCC is a far more cost-effective option than traditional concrete dam walls. It also allows for more compact and sophisticated spillway sections, which necessitates the use of tower cranes in these constrained construction sites.

The main driver for the Clanwilliam Dam project is believed to be the burgeoning viticulture industry in the Western Cape. The concrete gravity dam was built originally in 1935 and raised in the 1960s by the addition of 13 crest gates with pre-stressed cables. The dam wall is currently 43m high, with a net storage capacity of 122million m³.

The latest project aims to increase the Full Supply Level (FSL)

of the dam by raising the dam wall by 13 m, providing an additional 70million m³ of water a year to downstream farmers. This will also involve realigning a portion of the N7 road. In addition, the gravel access road on the eastern side of the dam will have to be realigned to allow for maintenance access to the top of the dam wall.

Van Breda comments that SA French is keen to look at dam construction projects in the rest of Africa. "Wherever possible we aim to build on the existing Torres Industries Group infrastructure in conjunction with Elephant Lifting Equipment, focused on areas where Torre has a presence, such as West Africa." The Torre Industries Group recently added Elephant Lifting Equipment to its Plant and Equipment Division, which includes SA French, Manhand and Kanu Equipment.

SA French and Elephant Lifting Equipment will ultimately fall under the umbrella brand 'Torre Lifting Solutions' which, combined with the extensive distribution network of the Torre Industries Group, will allow it to offer a total lifting solution from consumables to tower cranes and electric overhead cranes to its customers in South Africa and across the continent.

Hydrostatic concrete dumpers ideal for tough operating conditions

HYDROSTATIC drive unit concrete dumpers are ideally suited to the arduous operating conditions found on South African construction and building sites. This is according to Devin van Zyl, CEO of Lambson's Hire. Lambson's Hire has stocked its countrywide fleet with Wacker Neuson 1.6 ton and three ton dumpers to meet customer demand for reliable and hardworking equipment. Van Zyl explains that many dumpers suffer from gearbox failure, resulting in unwanted downtime and frustration for customers.

"However, by opting for hydrostatic drive units this problem area will be eliminated. Feedback from customers, combined with extensive research and testing, forms the basis of all our equipment choices. We need to know that the machines we send to site will perform according to spec and remain operational for as long as possible. While adequate maintenance plays a large role in the uptime of our equipment, it is even more important to make the right selection upfront."

The heavy duty mid-size dumper range provides greater utility for building processes and logistics. The swivel-tipping skip, available on both the 1.6 and three tonner, comes with a 180° tilt facilitating precision dumping of material and is perfect for applications where exact placement of concrete is a prerequisite.



Hydrostatic drive unit concrete dumpers, available from Lambson's Hire, are ideally suited to the arduous operating conditions found on South African construction and building sites.

The range features hydrostatic permanent two wheel drive on the 1.6 ton and twin-lock four wheel drive on the three ton as standard. This makes on site travel, at continuously variable speeds of up to 16 km/h on the 1.6 ton version and 25 km/h on the three ton version, effortless even on the roughest and most uneven surfaces. Operator friendly hydrostatic controls are provided by the hydrostatic drive system, eliminating the need for gear changes whilst driving. The operator is thus able to concentrate on negotiating around and over any site obstacles, making these dumpers extremely easy and safe to use. The dumpers feature a clearly laid out instrument panel and have wide, robust leg protection, further adding to operator ease of use.

The absence of a clutch and gears means that maintenance is reduced to a minimum, resulting in maximised operational time on site and mini-

mised overall operating costs.

The dumpers are ideal for surface construction work, civil engineering, road building, quarrying, industry, demolition and rubble handling, waste disposal, forestry, farming, landscaping and public works.

"The success of our fleet is based on understanding exactly which equipment works in specific environments. Our team is able to consult with customers and provide them with the right item of plant for their particular application. The selection is based on a number of factors including intended use of the equipment, site conditions, hours of service required and whether other complementary equipment is being used. Through the extensive experience our skilled personnel have garnered over the years, they are able to take the tedium out of plant selection for our customers," van Zyl points out.

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Integrated Pump Technology secures Oerlikon Leybold Vacuum pump agency

INTEGRATED Pump Technology has secured the agency and distributorship for Oerlikon Leybold Vacuum, for sub-Saharan Africa.

The agreement covers the full line of fore and high vacuum pumps, systems, vacuum systems, vacuum gauges, leak detecting instruments, flanges, fittings and valves and accessories.

Graham Russell, CEO of Integrated Pump Technology, points out that this will allow the company to broaden its product offering to include vacuum technology.

"This underlines Integrated Pump Technology's business philosophy of partnering with leading specialist suppliers of technology solutions that add value to complex processes." The Oerlikon Leybold Vacuum is already well known in South Africa, with



A single stage rotary vane vacuum pump from Oerlikon Leybold Vacuum.

a relatively large installed base of products that form part of OEM equipment packages.

In addition to single vacuum pumps, the core competencies of the Oerlikon Leybold Vacuum range from delivering standardised vacuum systems through to the engineering of tailor-made vacuum solutions for industrial applications with complex performance parameters.

Russell explains that fore vacuum pumps are used in general industrial applications such as pick and place systems, food and packaging and as backing pumps for high vacuum application. High vacuum pumps are typically used in research laboratories and the coatings industry.

Jens Schleicher, business development manager for Oerlikon Leybold Vacuum says that with Integrated

Pump Technology as its agency and distributor, the company will increase its presence in all the key regions of the world.

"Our goal is to continuously improve our customers' experience in every respect. Expanding our network of sales and support personnel and being in close proximity to where our customers are is a key initiative towards achieving that."

"We are well positioned to provide market access for these end-users to high level product support, ready availability to parts and, of course, access to new product with the accompanying technical support. By adding complementary products to our existing offering, we are able to react to market demands and provide a well-rounded turnkey solution," Russell concludes.

Inaugural Green Pioneer Accelerator produces over US\$15m of investment deals in South Africa

Continued from P29



panies for growth and select enterprises will be showcased to a group of investors – Including impact-focused as well as impact-agnostic angel investors and early stage venture capital funds. In addition to the Venture Forums,

the entrepreneurs will also be showcased to the Hivos, VC4 Africa, Growth Africa and Impact Amplifier networks of investors.

The entrepreneurs were identified after a rigorous multi-phase selection process, which focused on the

viability of their businesses, the strength of the teams, and their potential to solve huge challenges through innovative products and creative solutions. The Green Pioneer Accelerator program combined a rigorous curriculum with practical experience shared

by successful entrepreneurs and investors.

Interested investors and others can request to attend the Green Pioneer Accelerator Venture Forums in Nairobi (June 9) and Cape Town (June 11.)



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Multi-million Rand extension for the Nooitgedagt Water Treatment Works

Continued from P30

the NMBM. "The decision to make use of UV was based on a number of factors, including better water quality and reduced consumption of chlorine gas. Chlorine will still be used for final disinfection."

According to McRae, UV light is 100% effective in destroying harmful organisms such as cryptosporidium and giardia species which can cause gastrointestinal tract infections.

"The presence of these has not been detected in the raw water supplied to Nooitgedagt WTW to date. But considering the distance raw water travels from the Gariep Dam to the treatment works and the increasing levels of pollution experienced in our rivers, the possibility of them being encountered in the future cannot be ruled out," said McRae.

The project will double the treatment capacity of the Nooitgedagt WTW from 70-megalitres per day (Ml/d) to 140Ml/d and will also provide the new low-lift pump station to complete the NCLLS to Port Elizabeth – where construction was

recently completed.

Once this extension is completed it will supply approximately 100Ml/d through the Low Level Scheme, relieving pressure on the supply from the western dams system and reducing pumping costs.

The Low Level Scheme, which has a pumping height of 90m less than the existing High Level Scheme, will bring about an energy saving of some 18,000 kilowatt hours per day (kWh/day.) In financial terms this equates to R1.32m annually in electricity cost savings for the NMBM once completed. This is due to Low Level Scheme pumps using almost 20% less power than the High Level Scheme pumps.

The work is scheduled for completion in February 2017. The third phase, which is in the final design stage awaiting approval from the NMBM, will see the extension of Nooitgedagt WTW reach its full design capacity of 160Ml/day, (210Ml/d peak capacity) making it the largest water treatment works serving Port Elizabeth.

High pressure grinding roll technology cuts energy costs while boosting productivity

MODERN mining operations are focused on achieving 'more with less' and are therefore always on the lookout to optimise their processes, especially the major energy-consuming ones such as comminution.

"Our focus is on helping customers recognise the benefit of utilising High Pressure Grinding Roll (HPGR) technology and assisting them to quantify whether payback can be achieved based on available capital," Dr. Ekkhart Matthies, Weir Minerals, Global Comminution Vice President, says.

"The key to success in our business is being where the customer needs us, which is at his operations. Providing trained service personnel and beneficiation experts result in optimisation opportunities for the customer in reducing the cost per ton of product, as well as continuing to differentiate Weir Minerals in the market. Another major opportunity lies in optimising Brown-field plants by means of the new HPGR technology, thus enabling them to treat ore more economically and effectively," Dr. Matthies says.

Extensive testwork undertaken by Weir Minerals in Germany gave the green light for dry air classification in tandem with HPGR technology. The end result is a closed HPGR circuit, which results in twice the amount of fine end product as well as much lower energy consumption compared to a traditional milling circuit.

"Conditions do have to be taken into consideration, however, and not all opportunities will be suitable. An open mind and some innovative thinking are a prerequisite. We are partnering with German mineral processing universities such as the University of Freiberg to better understand the relationship of very fine material and its moisture content," Dr. Matthies says.

The critical aspect from a customer's point of view is on-going technical support, longevity of wear components and the speed of the change-out of the HPGR rolls. "We continue to drive development in this area and believe our studded tyre technology, pioneered by KHD Humboldt Wedag, global support network and swing frame design for quick roll change-out currently surpasses our

competitors' offerings and meets all customer requirements. On top of the existing technology we always drive for more and work continuously on improvements to support the customers' needs."

Weir Minerals has long been a pioneer of such technological development, and was one

of the first to market studded tyre technology, which resulted in a step change in tyre life. "We continue to tailor our product offering to better meet the needs of the market. With Weir Minerals' global footprint we can deliver wherever our customers

Continued on P35

A High Pressure Grinding Roll (HPGR) from Weir Minerals at final assembly stage at the manufacturing facility at Venlo, The Netherlands.



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Atlas Copco's new rotary screw vacuum pump series

ATLAS Copco Compressor Technique brings far-reaching innovation in vacuum technology with the new GHS 350-900 VSD+ rotary screw vacuum pumps.

The new vacuum pump series present a leap forward in the vacuum industry with energy savings of around 50%, a dramatic reduction in lifecycle costs and improved productivity.

When developing the GHS 350-900 VSD+ series, Atlas Copco looked at every single element to identify where extra

efficiencies could be gained. For instance, in addition to its high efficiency, the newly designed vacuum specific element offers a significantly longer lifetime than a screw compressor and vane pumps according to the company. The VSD technology of this new-generation, highly efficient, intelligent vacuum pumps combined with an innovative new patent inlet valve, provides modulating vacuum control to minimise energy consumption.

"The series is based

on the well-known and durable plug-and-play design principles of Atlas Copco compressors," according to Charl Ackerman, Atlas Copco Compressor Technique Business Line Manager – Industrial Air. "These vacuum pumps have been designed by vacuum engineers to deliver peak performance at operating pressures commonly found in industrial applications."

The company says the GHS VSD+ series offers a numerous benefits to end-users:

- Energy savings of around 50%.
- Significantly better performance against benchmarked oil-sealed and dry vane vacuum pumps.
- Quiet operation – Noise levels are far below that of comparable technologies.
- Sustainable productivity due to built-in efficiency. Conforms to energy management and environmental commitments according to ISO 50001/14001.
- Reduced environmental impact due to ultra-high oil retention at all operating pressures – from ultimate pressure to atmospheric pressure.

"The optimum and efficient performance of the vacuum pumps do not compromise on worker safety and comfort or the environment," continues Ackerman. "Energy recovery leads to minimal hot air in the workplace and avoids the usual problem of hot air in air-conditioned production environments. The series' market-leading oil retention means that the quality of the exhausted air is optimal, which contributes to em-



Combination of VSD technology of Atlas Copco rotary screw vacuum pumps and innovative new patent inlet valve provide modulating vacuum control to minimise energy consumption

ployee well-being (as this air is often breathed). Furthermore, it avoids oil spills on the factory floor, a common occurrence with conventional oil-lubricated pumps." Ackerman says that the end result is a significantly cleaner working environment and adds that it also leads to faster cycle times.

The plug-and-play design ensures an easy and fast installation, which

saves on time and space. "The GHS VSD+ series footprint is no larger than the footprint of a standard pallet and is one of the smallest on the market," notes Ackerman. "Everything required is delivered as a complete package."

Atlas Copco plan to expand the GHS VSD+ series with sizes up to 2,000m³/hr by Q3 2015 and up to 4,500m³/hr in early 2016.

The complete GHS VSD+ range is equipped with Atlas Copco's state-of-the-art Elektronikon monitoring system and SMARTlink which Ackerman says is an ideal solution for remote monitoring. "It can integrate the customer's plant management system and control other vacuum pumps and leads to energy savings," concludes Ackerman.



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KOBOLD's constant level switch

KOBOLD Instrumentation, represented in South Africa by Instrotech – a Comtest Group company, has

offer their KOBOLD RFS constant level switch. According to the company, this solution is designed for

monitoring filling levels of non-metallic liquids, cost-effectively.

A pivoted stainless steel float activates a

reed contact using a magnet, without contact. Depending on how it is installed, the switch can be used as a Normally Close (N/C) or Normally Open (N/O) contact. When installed as a N/C contact, the contact opens as soon as the float swings downward as the liquid level drops. Rotated 180°, the device functions as a N/O contact, and closes as soon as the rising liquid level lifts the float.

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A history of tubs

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and Romans were very conscious of the need for regular bathing. The Romans, especially, devised complex, wide-spread aqueduct systems enabling most populated areas to have clean, running water for public bathing – the favoured form of bathing for rich and poor. With the decline of the Roman Empire these aqueducts fell into disrepair and ceased to be used.

In Europe public nudity was frowned upon and, in any case, public bathing houses became hotbeds of prostitution – leading to public opposition to this form of ablution.

Interestingly, at the time of the Renaissance and Protestant Reformation there was a swing from woollen clothes to linen (easier to launder) and a popular belief that clean clothing was more important than bodily cleanliness. Medical opinion was that soiled clothing carried disease causing miasma. The rich had large stocks of clean linen clothing which could be changed every few days – creating the impres-

sion of cleanliness. Only hands, feet, neck and faces received a quick wipe. This belief that clean clothes maketh the man remained in place until the end of the 18th century, until the fashion conscious dandies (such as Beau Brummel) insisted on daily baths and scented soaps. The beginning of the ‘germ era’ in medical science also aided the swinging of public opinion, and personal cleanliness began to be associated with better health. In spite of this change in belief, many working class families could only afford a weekly Saturday bath. Saturdays were half-day’s work, allowing families some free time to prepare for this weekly ritual. Wood had to be chopped, water drawn, heated and poured into the family tub. Normally the father would wash first, then the sons, then the wife and daughters (yes, using the same water!) and finally the babies. This is the origin of the expression: “don’t throw out the baby with the bathwater”.

There is a story that in

the bad old days people had to be content with a yearly bath. For some reason this was normally chalked into the yearly planners for May month, and since most people would still be generally clean a month later, June became a popular month for weddings. As a precaution against possible early B.O., the bride would arm herself with a bouquet of flowers to mask any malodour. June brides with their bouquets are still traditional, but I doubt if any know of the reason behind the practice. Incidentally, soap was only introduced into Europe by the Crusaders returning from the Holy Land, so its another thing we have the Arabs to thank for besides algebra. It was generally made from mutton fat, wood-ash, and soda. The more expensive soaps had added scented oils, while the more ‘industrial’, laundering soaps had human urine as a stain-removing additive.

The matter of medieval, middle-age toilets and toilet habits is an-

other very long subject, but it is worth noting that since toilet paper was unknown, ordinary folk were left cleaning their nether regions with grass, moss and straw – all very organic and presumably very easy to recycle. The rich, sensibly, used lambs wool (double ply?). The king did not have to bother his head about such trivial details – he had his bottom cleaned for him! This position of ‘Groom of the King’s Close Stool’ was a coveted one since it was often the starting point of a successful climb in the Royal household. The ‘Groom of the Stool’ was, of necessity, close to the king and, like modern day hair-dressers, privy to most intimate secrets and often ended being trusted advisors. From toilet paper to dental care: - it is a little known fact that foot operated dental drills was in use by the end of the 18th century – alas, long before the appearance of local anaesthetics! No wonder people at least made some effort at dental hygiene. Herbs

were chewed, simple toothpicks, mint and vinegar mouthwashes and powdered ash of burnt rosemary – anything was preferable to the drilling. The French (always different) even had a vogue of washing their teeth with their own urine. Gunpowder and alum was another tried and tested ‘toothpaste’. Not very popular with smokers, of course.

So we’ve completed a full circle from the clean days of Roman bathing to today’s billion dollar industry of soaps, shampoos and deodorants and daily bathing. In fact we are in danger of becoming too clean; some experts warning that in our frenzied efforts to make ourselves and our environment bacteria free, modern children are failing to adequately develop natural antibodies. There is also some evidence that this could be one of the causes of an increasing incidence of childhood allergies. Perhaps old James I was not such a fool after all.

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HPGR technology cuts energy costs while boosting productivity

Continued from P33

are located,” Dr. Matthes adds.

Dedicated test facilities in Cologne and Chile, with two additional ones soon to be installed in the United States and Australia, allow Weir Minerals to accurately simulate site conditions.

“Here we can tweak parameters to derive optimum settings for optimised performance, without compromising production.”

Weir Minerals also has an extensive service network. “This network guarantees the closest and best contact with our customers. Once the equipment is in operation, we keep on working on extending the lifespan of the wear parts. We have examples where we have doubled the lifespan by partnering with our customers and optimising the wear pattern of an HPGR roll on a step-by-step basis.

“All of this enables us to truly understand the needs of customers and work on a tailor-made solution that enables the customer to manufacture and design a flow sheet at the lowest possible cost-per-ton basis,” Dr. Matthes concludes.

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Presidents and pretentions

As occasionally happens, I was sitting at the local pub and grill minding my own business while appreciating the contribution to society of those wizards who turn water, malt and barley into magic. The condition of the world was far from my mind, as could be observed from my pleasant disposition, when I walked Luke the Dude. Man of many talents but none so jarringly obvious as getting straight to the point and none so regrettably absent as diplomacy.

"Have you been to university?" he enquired from me and, "Put mine on his tab" he instructed Dickens, who performs the essential duties on the other side of the counter. Dickens and Chaucer, his colleague in tending the bar, share the added responsibility of maintaining a level of learned urbanity in this occasionally vociferous establishment.

None of which means anything to Luke the Dude. In fact, I believe he is the main reason a counter-balance in civility is needed. Two counter-balances. "Why are you sitting there staring like a plumber who has broken the toilet drain?" he enquired. "Why don't you answer me?"

Given my New Year's resolution of refusing to be provoked – said resolution being necessitated due to a treacherous betrayal by a currently disadvantaged back which has me floating like a bee and stinging like a butterfly – I proceeded to ponder the desirability of Luke the Dude's company. This he failed to comprehend. To him, this was a clever yet transparent attempt at escaping the truth. "You might as well admit it," said Luke the Dude while narrowing his eyes provocatively, "you did go to university, didn't you!"

Concluding that there was no escape from Luke the Dude's attentions, whether desirable or not, I confirmed his suspicions: "Yes, indeed, my good man."

"I knew it!" he laughed triumphantly. "How many degrees have you got?" Now here was something my parents and my lecturers would never understand. Having degrees was evidently not a good thing, not judging by the denouncing demeanour of Luke the Dude. "Two," I admitted. "Two and a half, maybe three depending on how you look at it." Catching the disapproving glances of the locals who were studiously pretending not to be eavesdropping, this was not the right answer. I should have given it up for music and a free electric band.

"Gotcha!" expectorated Luke the Dude (for my Afrikaans reader, hy het gepraat dat die spoeg so spat.) "And what did you study?" he slobbered forth while taking a theatrical bow for the non-eavesdropping audience, "mainly lying and bullshitting like an estate agent so that you can call yourself president? Mister Professor President Doctor!"

As it happens, Luke the Dude had an unfortunate experience with the last house he bought, aggravated when it became known that the ceiling was previously dislocated and

known to be so. That would be the ceiling that came down on Luke the Dude while he was vigorously enhancing his reputation for virility beyond the call of duty. It was a matter of poetic justice, I thought, that the estate agent was herself an enthusiastic participant at the time, but Luke the Dude could not be convinced. Not after she lost control in the moment of passion, dust and mayhem to shout, "I knew this was going to happen!" Preceded by unladylike expletives.

Be that as it may, Luke the Dude had no business tarring estate agents with the same brush as academics and I was putting my foot down. "Don't be such a Neanderthal," I said sternly.

"A what? A what, Professor President?" Luke the Dude threatened as if he was a prosecutor pursuing Oscar Pistorius.

"An ignoramus. You cannot study at university to be a president," I lectured. "There is no degree such as Ph.Pres! Not even D. Litt et Pres! You first study for a Bachelor's, then Honours and if you are really serious a Master's. Only if you follow that with high-level research could you get a doctorate and call yourself Doctor. You may be appointed as a professor. Not president or any such nonsense!"

"Thank you, much obliged," sneered Luke the Dude, "and what do I call you?"

You see. There is neither pleasure nor profit in arguing with an ass. As a wise man once almost said, it irritates you and annoys the ass. Thus it came to pass that I departed from my usual humility and replied in irritation, "You may continue calling me by my first name or, although it is not the custom, you may call me Master. In fact, I'll insist on the latter from now on."

"Now look here!" retorted Luke the Dude rebelliously, the spirit of his Bittereinder forefathers clearly threatening from his wild eyes – to the extent that I had to take him by the arm he was waving in front of my face and exhort him to calm down. For all our sakes albeit more specifically for mine.

"No man, I mean look here!" he said, pointing at a gadget he was holding in his waving arm. It was one of those smart devices that put the internet in your pocket and he wanted me to look at a document on the screen. I did so with some relief, until I read it. Dated 4 May, it declared:

"We gather here today as the Student Representative Council (SRC) presidents of five of (sic) South African universities ... to join the academic and cultural boycott of Israel." And it was signed by those learned students, thus:

President Mduduzi Mabuza, University of South Africa

President Khuthadzo Kevin Manavhela, Cape Town University of Technology

President Philane Hlatswayo, Mangasutho University of Technology

President Mqondisi Duma, Durban University of Technology

President Vuyani Sokhaba, University of the Western Cape

In the comments section a concerned member of the public had written: "Presidents, Please list the valuable contributions you are making or have ever made that Israel will now be denied by your 'boycott'."

"So," said Luke the Dude. "See. Are they presidents or aren't they?"

He had me there. The last time I set foot on a university campus we called the president or chairman of the SRC by his or her nickname; we certainly did not think the Queen had summoned them to Buckingham Palace and given them a title.

"Now you look here," I addressed Luke the Dude as a reasonable man should, "you don't know what psychological problems may be afflicting those poor people; delusions of significance or maybe failophobia, who are you to judge? Judging by the lead given by Wits, the Five Presidents may not have a degree between them. The President of Hitler Hall certainly doesn't."

"Ha!" retorted Luke the Dude manically. "Funny you should mention President Dlamini of the Witwatersrand who used to be Chairman Sisulu of Wits Junction Res House, one and the same. Built his university career on gut-rending tales of how Grandma Sisulu gave his food to the poor children while Grandpa

ON THE CONTRARY



.....
Pieter Schoombie
.....

Walter offered only wisdom! And don't come with the excuse that he was 'removed' by the vice-chancellor. President Sisulu-Dlamini turned down the removal. He won't be told what to do by a weak man, says he."

My protest that I was an Ikey was met with jeers of "Poo on You!"

Indeed, I could see that the in-depth research bestowed on Luke the Dude by his hand-held gadget gave him an advantage. It was time to accept that the story of President Hitler had gone viral. The whole world was staring at the idiocy of "transformation" at South Africa's universities.

And it is embarrassing.

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A history of tubs

"Bath twice a day to be really clean, once a day to be passably clean, once a week to avoid being a public menace."
– Anthony Burgess

At a recent re-enactment of the British occupation of Williamsburg, scarlet coated English troops marched smartly to the time of pipes and drums. Alongside them were cheering Royalist supporters, holding scented lace handkerchiefs to their noses. The point of this little theatrical cameo is simply that soldiers of the 18th century – and, indeed, most ordinary people – stank! Regular bathing or personal hygiene was just not considered important. In fact, popular and medical opinion was that washing of the body and removal of natural odours was deleterious to one's health.

Elizabeth I, we are told, bathed regularly once a month, while James I of England (son of Mary Queen of Scots) point blank refused to wash at all – since he believed it was 'bad for your health'. He also believed smoking was an unhealthy practice. James I was called the 'wisest fool in Christendom' – perhaps the 'dirtiest fool' would have been more apt.

PAPA DOC



.....
Peter Reinders
.....

Actually it appears that bathing in medieval times was more common than we once believed – but only amongst the rich nobility and royalty. Only they could afford the costs of the large tubs (copper or wood lined with cotton – presumably to avoid splinters or green, copper stained buttocks) as well as the large staff needed to boil dozens of buckets of water – all of which had to be carried up dozens of stone stairs to the tub.

Peasants had to be content with a quick dab of a wet rag to the face or face the dangers of washing in a local river or pond. Rivers were for the large part so full of human and animal sewerage that being smelly was decidedly the safer option. Rivers often literally stank. Parliament in London was once abandoned because the stench from the Thames became intolerable. However, this lack of public and personal hygiene had not always been the case; the Greeks

Continued on P35

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