

# CAPE Business News

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## SA wine hangover lifts

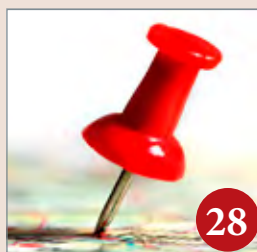
Stellenbosch-based liquor giant Distell reported recently that its wine portfolio was the star performer in its past financial year.



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## Oil and gas firms must embrace localisation

It is becoming increasingly apparent that firms also need a socio-economic licence to operate in many countries.



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## BMG acquires Hansen Transmissions

This strategic acquisition has been approved by the South African Competition Commission.



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# Cape deal storm

**T**HERE has been a flurry of corporate activity amongst Western Cape-based companies in the last few weeks with deals worth billions of rand being banked across a wide variety of sectors.

The most striking deal, arguably, is the audacious tilt at raising R1bn in fresh capital by Stellar Capital – an investment company that boasts highly rated Cape Town financier Charles Pettit as its CEO and retail tycoon Christo Wiese as a major shareholder. Stellar is a recent formation and holds influential stakes in Retreat-based electronics manufacturer Tellumat and Cape Town-based industrial products hub Torre. Last month Stellar also bought out struggling Cape-based asset manager Cadiz.

The R1bn will be split into a R400m rights offer and a redeemable convertible preference share offer of R600m. The preference share offer is being underwritten by Pettit, fellow director Peter van Zyl and as Wiese.

The proceeds from the capital raise will mainly be applied towards Stellar's immediate pipeline investments. These include investments in certain proprietary high-yielding credit funds and follow-on equity investment in established investment platforms (which CBN assumes could mean increasing stakes in Tellumat and Torre.) More intriguingly, Stellar said funds would also be directed at large strategic investments in 2016 "that will enhance the scale and quality of the company's portfolio."

Another significant development was that Greenpoint-based asset manager Sygnia listed on the JSE with much fanfare last month. The company placed around 23% of its shares in a private placing that raised R262m when the offer was oversubscribed an astounding 20 times. Sygnia CEO Magda Wierzycka said the company was very humbled by the level of interest.

"Many of our potential investors liked our low-cost, market disruptor business model."

She said the strong demand at listing - which saw the share price up almost 80% at times - was a great validation of the company's core belief that South African savers are ready for low cost financial services products and index-tracking funds.

Sygnia has built a formidable reputation for innovation within the financial ser-



vices industry. As far back as 2006 Sygnia shook up the multi-manager industry by launching customised multi-management and investment administration platforms with full cost transparency. In 2013 the company launched its range of low cost savings products linked to index-tracking, charging just 0,40% per annum for a combination of a retirement annuity and an investment product. The industry often charges well in excess of 1% for similar products. Wierzycka said future strategies included the launch of 'robo-advisors' and umbrella funds designed to meet the requirements of South Africa's evolving regulatory landscape.

On the industrial front, Durbanville headquartered aggregates and building supplies firm Afrimat made its largest acquisition to date by buying Cape Lime for R276m. Cape Lime, which has history dating back to 1946, currently has operations, located at Vredendal and Robertson. Afrimat CEO Andries van Heerden highlighted the quality of Cape Lime's assets, and was

confident the company's investment would be quickly recuperated. The current management will remain in place.

Van Heerden noted, "The company is well run and efficient and this makes integration into the Afrimat group of companies that much easier."

Afrimat has for the past few years made strategic acquisitions in order to diversify the group away from the traditional aggregates business. The acquisitions have ensured that the group has a more evenly distributed revenue stream and good margins across the business.

Van Heerden stressed Cape Lime was known for exceptional quality mineral products supplied to various niche markets such as manufacturing industries producing chemicals, filler, glass, paint and food products. Cape Lime products are also used for water purification, soil treatment, effluent treatment, building and construction. Van Heerden added that the remaining resources at both Vredenburg and Robertson were in excess of 30 years.

In other industrial news gases group Afrox confirmed it has retained its key R100m Peninsula Beverages contract. This means Afrox will continue to supply carbon dioxide to PenBev for the carbonation of soft drinks. Afrox said the new gas supply contract commenced last month. Afrox MD Schalk Venter said Afrox had been the supplier of choice to PenBev since 2008.

"We are delighted to be able to continue to build on a strong foundation of being a reliable supplier of gases specifically to the soft drinks industry."

It is also encouraging to see several acquisitive Cape-based companies not slowing down in their deal-making endeavours with Ascendis, Rhodes Food Group and Quantum Foods all clinching critical deals.

Last month Steenberg-based Ascendis Health acquired 85 pharmaceutical dossiers that are currently not marketed with existing South African marketing authorisations from Sandoz. Sandoz, a division of global health care leader Novartis, specialises in generic pharmaceuticals and supplies a broad range of affordable, primarily off-patent products to patients.

The acquisition of the Sandoz products allows Ascendis future access to registered products in the new and rapidly emerging therapeutic areas including oncology, women's health and urology as well as strengthening their current position within the anti-infectives and neuroscience areas.

Another acquisitive group Franschoek-based Rhodes Foods Group (RFG) – which recently purchased Boland Pulp and Saint Pie - bought General Mills' food service business for an undisclosed sum.

General Mills launched its Foodservice business in 1995, and it specialises in dry and frozen bakery products like muffin batters, croissants, cinnamon scrolls, place and bake frozen preformed cookies, frozen pizzas and dry bakery mixes.

RFG executives believed the frozen bakery category complemented the company's growing pie and pastries business – "particularly with its focus on the distribution of these products to the convenience channel."

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**CAPE**  
**Business News**

# The profit bus rides again

GOLDEN Arrow Bus Services (GABS) raced in with its best performance since empowerment giant Hosken Consolidated Investments (HCI) acquired the iconic Cape Town passenger transport utility ten years ago. HCI then paid around R250m for GABS, a deal that many observers questioned at the time as the company

looked tired and increasingly irrelevant. But the operational motor inside GABS has endured and churned out consistent profits – although the 154-year-old company (which initially operated trams) has endured a rough ride during the last few years.

HCI's recently released annual report showed GABS increas-

ing revenue 19% to R1.4bn. But profits before tax soared 84% to R234m as cost efficiencies were driven home.

Most importantly – on a strategic level - HCI CEO Johnny Copelyn confirmed GABS had resolved serious conflicts of interest with the City of Cape Town over its vision for the development of MyCiti bus route.

GABS signed a binding Memorandum of Understanding with both the Municipality and the Western Cape Provincial Government to secure its future once the contracting authority for transport is ceded to the Cape Town Municipality.

Copelyn said GABS now also operated both the central trunk in phase 1A and the

Khayelitsha Express service of MyCiti.

While the profit rev up is encouraging, Copelyn cautioned that the performance should be seen against a backdrop of a crippling five-week national strike at the start of the previous financial period. But he said the

**Continued on P5**

# Hats off to Bowler

OTTERY-BASED plastics packaging specialist Bowler Metcalf (Bowcalf) has pulled off an unbelievable comeback in the year to end August – and now has substantial long-term contracts in place to fund new technical innovations. The company – which recently decided to relinquish less profitable contracts with a large and longstanding customer – was largely expected to scratch around for replacement business in a tough packaging

market. But, as CEO Friedel Sass noted, the financial year was a watershed one for Bowcalf – which 'merged out' its soft-drink bottling interests (under the old Quality Beverages) into a new and larger corporate vehicle called SoftBev.

"We undertook a corporate action that resulted from the reassessment of our strategy of vertical integration into the beverage industry. This resulted in a shift from full-ownership of the inte-

grated beverage facility to a minority holding in a much expanded beverage company."

It seems this restructuring of operations and the tough trading conditions prevalent in the packaging sector helped Bowcalf's initiative to restore profit growth. Sass argued that Bowcalf's traditional rigid plastic packaging operation was actually the beneficiary of sustained financial pressures that the plastic packaging industry was forced to

bear over the last two years. He added that measures undertaken by Bowcalf management to prosper within those constraints also helped.

"These pressures have caused the demise or realignment of certain competitors and we were able to benefit under these conditions."

Sass said that in a "less than buoyant" market this prosperity materialised in an 18% revenue growth to R498m and a con-

comitant 30% growth in earnings R72m.

Sass said the performance by Bowler Plastics fairly reflected the dual benefits gained in a transition from the beverage side restructuring and (more importantly) new business growth.

"We have witnessed a significant growth in our customer base over the last eighteen months and have partnered with those customers who value technical innovation, quality of production and consistency of supply above price alone."

Management's efforts in running a lean and mean operation premised on a quality service offering is reflected in the improved operating margin of 16% - a marked improvement on the previous financial year's 12%.

Sass said Bowler Plastics was fortunate to have been awarded long-term contracts at a value exceeding R360m. "This provides us with the impetus to maintain and accelerate our technical offering."

He said Bowler Plastics was currently industrialising several new processes - which would be brought in to play in three manufacturing plants. Bowcalf has set aside capital expenditure of R55m for these technological and capacity upgrades.

Sass said the current state of the rigid plastic packaging landscape boded well for Bowcalf.

"The execution of this opportunity falls squarely on the company's management team, who have already displayed resilience, determination and ability."



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# Cape deal storm

Continued from P1

While the purchase price remains a secret, RFG disclosed that the foodservice business of General Mills generated revenue of R65.5m in the financial year to end May.

In another food-aligned deal, Wellington-based Quantum Foods – which specialises in poultry, eggs and animal feeds – acquired Olifantskop feed mill in Paterson in the Eastern Cape for R41m. The

business produces animal feed for livestock farmers in the Eastern Cape, and supports Quantum's strategy to grow external feed sales volumes. The deal also allows Quantum to feed its well-known Nova brand into the Eastern Cape, a market it could not previously easily reach from its existing feed mill in George. The Olifantskop feed mill business made operating profit of R7m

in financial year to end February 2015.

Then there are a few Cape Town-based companies casting their nets outside South Africa.

Fashion retailer Truworths – which recently acquired boutique brands Earthchild and Naartjie – announced a bid to acquire Office Retail Group (ORG,) a fashion footwear retailer based mainly in the UK. The ORG

business is sizeable, operating from around 150 sites.

A little closer to home, Durbanville-based private education group Curro announced the acquisition of one of Namibia's top independent schools, Windhoek Gymnasium, for R180m. This is PSG-controlled Curro's first foray outside the local private education market ... and probably

won't be its last.

Talking of PSG, the company's wealth management hub PSG Konsult also stepped outside South Africa by acquiring a 70% shareholding in DMH Associates (DMH,) an independent wealth advisory firm in Mauritius. Overall it's been a busy time for PSG companies with PSG Capital being involved in the JSE listing of security products busi-

ness Trellidor and investment company GAIA (see page 10.)

Trade union controlled empowerment group Hosken Consolidated Investments (HCI) continues to move and shake in the Western Cape property sector. The company recently confirmed securing its right to develop property next to the Steenberg estate in Cape Town after a lengthy period. Al-

though smaller than initially envisaged, the development of a residential estate should be brought to market early 2016.

HCI also acquired an interest in a property that will be developed into a shopping centre at Hermanus. HCI said that while the 28,000m<sup>2</sup> mall was still in the planning stage, the opening was scheduled for the third quarter of 2017.

# Business continuity in manufacturing

THE disciplines of business continuity management are increasingly helping some of the world's leading manufacturers to identify and mitigate the complex set of risks they face.

"Manufacturers have to balance the need for long-term capital investment against the volatility of global consumer demand and agile competitors. Long supply chains and far-flung markets complicate the picture," says Karen Humphris, Business Continuity Management Advisor at ContinuitySA. "Many are finding that their business continuity management process has a big role to play, because it's just so good not only at identifying risks, but understanding the impact of each, thus making prioritising them much easier."

With the focus on long-term sustainability as a cornerstone of corporate governance, as articulated in codes like King III, boards of directors are increasingly concerned to ensure that companies understand all the risks they face, and have mitigation plans in place.

Business continuity management is a relatively new discipline that identifies risk and then quantifies its impact via a formal Business Impact Analysis. This process brings a certain rigour and objectivity to ranking how vital each element of the business is, and thus how much time, effort and money should be spent on mitigating its risks. The risk profile of manufacturers,

Humphris says, has been considerably worsened by the trend away from vertical integration, with greater reliance on an ecosystem of business partners to supply components or services "just in time." It's an approach that reduces capital tied up in inventory, but that makes the manufacturer vulnerable to problems at its suppliers.

Manufacturers can use four principles to help leverage the classic business continuity management process effectively, and make their businesses more resilient in general:

### Mitigate supplier risk

All suppliers are not equally important: if your stationary supplier runs into problems it's a problem if you're a publishing company, but not if you're a mining house. "You need to understand the impact that a failure by each one of your suppliers would have on your ability to achieve your strategy," says Humphris.

Once the key dependencies have been understood, risk mitigation is the next step. Some options would include building relationships with more suppliers and analysing the logistics environment in order to predetermine alternative supply routes. Business interruption insurance is another possibility but, says Humphris, manufacturers must never forget that reputational damage is not covered.

"I advise clients to build close relationships

with suppliers and make sure they have their own business continuity programmes in place. This can be stipulated in service-level agreements," Humphris says. "It's also wise to have alternate suppliers identified and pre-qualified in case of the worst happening."

It also makes sense to hold buffer stocks of certain essential components, Humphris adds. Lean may be mean, but it's also risky; using the Business Impact Analysis wisely, it is possible to work out whether it's worth holding certain components, and how many.

### Mitigate equipment risk

Niche manufacturing operations aside, modern manufacturing is heavily dependent on equipment to achieve the quality and scale necessary. As the experience with key utility providers have shown, maintenance of essential components is something that cannot be ignored. Two mitigation options would be to enter into fixed maintenance contracts for essential equipment, and keeping decommissioned equipment in working order so that it can be brought back into service at need—rather as we see with moth-balled power stations being put to good use now.

A lateral-thinking solution could be to enter into agreements with competitors, so that in the event of

a disaster, the other party would make at least some production capability available.

### Reconsider your production strategy to minimise risk

It is preferable to have more than one manufacturing site so that, in the event of a disaster making one site unusable for a while, production can be shifted to the other site. Given transport costs and tolling, this

type of decentralised approach is becoming more feasible, says Humphris. Another good strategy is to arrange for offsite storage of the finished product, something that has given many a company some vital breathing space when a production site suffers a disaster.

### Make sure your insurance is correct

It's important to connect the dots by

making sure your insurance policy covers the risks you actually face, and that your premiums reflect the mitigation strategies you have put in place.

"Business continuity management is ongoing, so it will in time help make the manufacturer generally more resilient, and thus better equipped to cope with a market that seems likely to remain exceptionally tough," Humphris concludes.



**Karen Humphris,**  
Business Continuity  
Management Advisor at  
ContinuitySA.

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Nduna Chari and Riaan Manser with the Euro 5 MAN TGX truck.

# MAN launches the new TGX Euro 5 truck

IN contrast to the usual glitz and glamour that accompany new vehicle launches, MAN decided on something completely different for the local launch of its new state-of-the-art long-haul truck, the Euro 5 MAN TGX 26.540 6x4 BLS (XLX) truck-tractor. MAN Truck and Bus SA decided what better way of demonstrating the capabilities of its latest offering than to fashion a road trip

into Africa, which will closely mimic actual operating conditions. After six weeks on the road, the 'ONE MAN kann' Journey rolled into Cape Town to visit the MAN Truck and Bus dealership in Brackenfell. Opening proceedings was MAN Truck and Bus SA Managing Director, Geoff du Plessis, who welcomed MAN customers, members of the media and strategic

partners on the 'ONE MAN kann' Journey. "Cape Town is an important centre for MAN with this Brackenfell dealership so strategically positioned along one of South Africa's busiest logistics corridors, the N2. Furthermore, Cape Town's economic impact on the South African economy is significant, with tourism, agriculture, technology and education - each giving the

city a unique position in both domestic and international arenas. The 'ONE MAN kann' Journey demonstrated the synthesis of these advancements in an adventurous and innovative way, capturing the imagination of both the truck transport industry and the African public." concludes Du Plessis. In addition to showcasing its latest arrival, the trip was used to transport malaria pre-

ventative equipment such as mosquito nets and other malaria prophylactics, in partnership with Roll Back Malaria campaign. To maximise the event's impact, an experienced television production crew filmed the entire journey, documenting on-road experiences and the many events scheduled on the itinerary. Incidents captured included wild fires, wrecked vehicles, crossing damaged bridges, border holdups and close encounters with Africa's wildlife.

The weekly episodes were posted on the 'ONE MAN kann' Journey Facebook page and YouTube for public participation, while rolling coverage was posted on Twitter

Partnering MAN Truck and Bus SA on this journey were Castrol Vecton, VW Amarok, who supplied the Amarok support vehicles, and Henred Fruehauf/SA Truck Bodies who provided the trailer, Goodyear supplied the tyres, Roll Back Malaria and Manline from where the co-driver, ace long-haul trucker Nduna Chari hails.

### The route

Starting at its Pinetown assembly plant on 8 September, the route traversed 11 border crossings covered over 13,000km through nine countries spanning over 53 days. The route included Swaziland, Mozambique, Malawi, Tanzania and Kenya, before turning for home via Zambia, Botswana and Namibia, ending up in South Africa's Mother City, Cape Town.

### The man

Who should undertake such an arduous journey? A man with natural proven ability and stamina in demanding conditions was a must.

Step forward intrepid explorer and adventurer, Riaan Manser

- the first person to circumnavigate the coast of Africa by bicycle, a distance of 37,000km, through 34 countries over two years and two months,
- circumnavigation of Madagascar by single kayak and Iceland with partner Dan Skinstad by double kayak and,
- with Vasti Geldenhuis, rowed unaided, from Agadir, Morocco to New York City, USA a distance of 10,765km of ocean rowing.

**ONE MAN kann**

**ONE MAN ONE TRUCK ONE EPIC JOURNEY**

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The TGX Euro 5 truck, Riaan and Nduna have finished their 13,234 kilometre journey through Africa. They've dealt with the military borders of Mozambique, dangerous cliff descents in Malawi and a stack of nightmarish border crossings. What's more, the new truck overcame every single challenge Africa could throw at it. The team also dropped mosquito nets off along the way as part of a joint initiative with Rollback Malaria.

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Continued on P9



# Equites developments are flying

CAPE Town headquartered property group Equites – which has a large concentration of properties in the fast growing Airport Industria node – is ahead of its pre-listing targets. The company reported an 11% rise in earnings to 45,4c/share – which is almost 5% ahead of its initial projections. Equites also predicted that its target of holding a R4bn property portfolio by February 2016 would be achieved.

Significantly the company shifted its attention to Epping Industria after completing its 2,045m<sup>2</sup> extension of one of its properties in Airport Industria on time and under budget. Equities reported last month that it had started receiving rental from the newly completed Airport Industria extension from the start of September this year.

The company is now looking to developing a property acquired at 160 Gunners Circle in Epping Industria. The intention is to redevelop the site into an A-grade distribution centre. The project entails constructing a new 8,500m<sup>2</sup> distribution centre on the site a capital value of R72m. Equites directors pointed out that

this was well within the company's risk parameters for "untenanted, speculative developments." Construction commenced early last month and should be completed in August next year.

Equites directors argued there was a high demand for A-grade industrial space in Ep-

ping Industria and that the market was currently experiencing very low vacancy levels. They also noted strong demand for modern distribution centres in the major logistics nodes. This demand, Equites CEO Andrea Taverna-Turisan explained, was supported by the continued centralisation

of distribution by major retailers, increased levels of imports into South Africa and a shift towards online retailing.

At the end of August this year Equites had concluded acquisitions and development leases totalling more than R700m. Taverna-Turisan said that the transactions would increase

the portfolio value to more than R4bn.

Aside from its large Intaprop acquisition, Equites made several Western Cape acquisitions. These include the R52m acquisition of Atlantic Hills, a seven-hectare industrial park situated adjacent to the Potsdam off-ramp on the N7 highway in Cape

Town. The acquisition includes a completed 3,499m<sup>2</sup> distribution centre that was developed at a cost of R35m for JF Hillebrand, a logistics company serving the wine and spirits industry. JF Hillebrand has entered into an eight-year lease, starting in December.

Equites also concluded

a deal for the new Puma distribution centre and head office on the Atlantic Hills property. The capital value of the project is around R155m and the lease agreement lasts for almost ten years. Equites reckoned the Puma development would be completed in August next year.

## Losing revenue as a result of a power outage?

### The profit bus rides again

Continued from P2

strong performance was to a large extent buoyed by the windfall spawned by the steady drop in the price of oil. Passenger numbers increased 7% compared to the pre-strike base. Profits were also helped by the implementation of judicious spares inventory management system and the generation of enhanced revenue streams from non-operating income sources.

HCI's investment in GABS also paid off. Copelyn noted that a consequence of the fleet recapitalisation programme initiated ten years ago was that more than 50% of the buses in the GABS fleet were now less than seven years old.

He said this provided a firm foundation for the company's consistent 96% operational efficiency ratio as well as reducing breakdowns.

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# HS pump range - vertical, horizontal and submersible



The HS range of pumps are designed for efficiency, low maintenance and extended service life in diverse industries, including harsh operating conditions.

BECKER Mining South Africa's extensive range of light, medium and heavy duty slurry pumps includes the HS range, in vertical, horizontal and submersible configurations. These pumps are designed for optimum efficiency, low maintenance and extended service life in diverse industries, including harsh operating conditions.

The HS pumps range, which is manufactured locally to stringent OEM (Original Equipment Manufacturer) specifications, includes four different models, in various sizes – from two to eight inch units. HS (horizontal hydro solids,) VHS (vertical hydro solids,) PVS (pumpor vertical solids) and HTMS (submersible) pumps

are ideally suited to many applications in mining, waste treatment, foundries and steel mills, paper and pulp, food processing, as well as power plants, agriculture and manufacturing.

“These hydro solid vortex pumps are designed to pump sludge and slurries containing large abrasive solids, trapped air and fibrous materials in light, me-

dium and heavy service industries,” says Theo Cambanis, Becker Mining South Africa. “Due to the recessed, non-clog impeller of this range, solids and fibrous materials up to 200mm (depending on pump size) can enter the suction inlet and be expelled through the pump discharge, without damaging the impeller.”

“The PVS pump has

a slightly different design, with a locknut locking the impeller to the shaft. This method prevents the impeller from turning off if the motor is started in the wrong rotation direction.”

HS pumps, in horizontal and vertical configurations, offer a flexible drive arrangement, including direct coupled, overhead adjustable, or Z-adjustable belt drives.

HS and VHS pumps, with heads up to 40m and flow rate capacities to 800m<sup>3</sup>/h, can be achieved at speeds of 1,750rpm. Solids to eight inches (203mm) and S.G's to 1,5 can be handled. HTMS submersible pumps have capacities to 636m<sup>3</sup>/h and heads to 28m at 1,450 4 pole speed, with withstand temperatures to 90°C and pressures to 1,380kPa.

PVS pumps can handle solids to three inches (76mm) and S.G's to 1,5. Heads to 20m can be achieved at speeds from 1,450rpm and heads to 87m at 3,000rpm.

In all models, a robust one-piece casing facilitates the flow of all types of solids and fibrous materials and an easily accessible stuffing box minimises blow-back of media around the shaft sleeve, without actual sealing contact.

The heavy duty, hardened chrome iron construction (650BHN) of the wet end of these pumps increases service life. Because all components are locally manufactured, these pumps are readily available and a large stock holding of spares and raw materials ensures swift delivery throughout the country.

Another advantage of the design of these pumps is that spares are completely interchangeable. This reduces inventory management costs and simplifies on-site repairs. The company is also able to adjust its extensive range of pumps to suit specific requirements.

Becker Mining employs a fully integrated ISO quality management system as part of a dedicated design, manufacturing, testing and repair facility.

The company's extensive product portfolio also includes steel arch support systems, transport systems, rope attachments and communication and collision avoidance systems. The range also encompasses electrical and electronics systems, mechanical equipment, as well as lifting and maintenance equipment.



IDC brings Hollywood to Mzansi

The Industrial Development Corporation (IDC) has identified the film sector as one of the viable industries to drive job creation. Through IDC's investment in Cape Town Film Studios, over 30 000 jobs have been created through increased international demand for this world-class facility – a major boost for the local economy supporting local communities. It is for this reason that the IDC will continue to be at the

centre of industrial development to drive economic growth. The IDC, an entity of government, continues to play a critical role in coordinating key industrial sectors across the economy to advance industrial development. The IDC can fund your business. Call the Cape Town office on 021 421 4794 or visit [idc.co.za](http://idc.co.za) for information about the sectors that the IDC supports.



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# Leuze fit-for-purpose optical sensing solutions

THE ability to accurately measure over both short and long distances is critical in sensing applications. Leuze has leveraged technology to enable customers to achieve this no matter the parameters. Two types of Leuze Optical Distance Sensors are available – one using laser or LED light and the other using ultrasonic technology.

Sensors that use laser or LED light are able to quickly and precisely measure distances on a wide range of materials, even at extended ranges. The Leuze product line-up caters for varying applications and includes a basic laser

distance sensor with a measurement range from 20mm to 500mm. This compact sensor, the Leuze ODSL 8, is in a compact metal housing and supplies reflection-independent distance information.

The Leuze PDSL 9 sensor enables accurate measurement even under difficult conditions, including glossy objects. Its integrated display shows the measurement values and facilitates easy adjustment of the sensor. This sensor offers greater flexibility as it can be used in combination with digital interfaces.

Suitable for large measuring distances, from 60mm to 25,000mm, the

Leuze ODS 96B optical distance sensor is extremely robust. Adjustment and configuration is simple done using its integral key pad. The sensor can operate in fast, standard or precision mode depending on the application requirement. It is also compatible with RS 232/485 serial interface.

Achieving maximum precision at long distances can be done using the Leuze ODSL 30 sensor, which has a measurement range up to 30m, and in applications with bright objects as far as 65m away. With a sensing resolution of 1mm, the unit is capable of highly accurate measure-

ments over the complete range. The unit features a referencing function for preventing fluctuations in measurement values.

Ultrasonic technology is most advantageous where there is limited light and using Leuze Ultrasonic Distance Sensors it is possible to reliably detect even partially or completely transparent objects. Measurements can also be done in dusty, hazy or humid environments.

The Leuze 418 Series sensor is best for short range applications and its small cylindrical met-

al housing makes it suitable for use in adverse conditions. It is possible to synchronise up to 10 sensors on one cable.

More compact in design, the Leuze 430 Series sensors is ideal for detecting levels in liquids and bulk material. High accuracy is possible through temperature compensation. The distance information provided by this sensor is highly independent of surface properties.

Leuze Optical Distance Sensors are available from Countapulse Controls, the official distributor for these



Leuze Optical Distance Sensors enable quick and accurate measurement of distances.

German-engineered sensors. The company offers access to technical support and information, as well as to its comprehensive range of sensing, measurement,

counting, switching, monitoring and positioning instrumentation. Customer support is available 24/7 through its technical advisory service hotline.

## Correct selection of high impact doors enhances productivity

AN oft heard complaint is that the least expensive product becomes the most expensive, and this applies across a wide range of industries and products. With many companies being under pressure to save costs it is understandable that buyers shop around for the best price.

There is, however, a major difference between buying a well-priced product and one that is incapable of doing the task for which it has been purchased. This according to the managing director of Apex Strip Curtains and Doors, who says that selecting a fit-for-purpose solution for doorways and other openings is not always as simple as it would at first appear.

“An informed purchasing decision that weighs up all factors must be made to ensure a solid return on investment,” Dessing cautions. “There are a number of important factors that should be taken into account when reviewing available options.”

The most important factor is whether the door or closure will serve the purpose for which is selected within its environment. Dessing explains that while



The Apex SR 9000 insulated impact traffic door is impervious to moisture, acids, petroleum products, animal fats, rodent, insects and salt solutions.

the type of business will dictate the type of doorway as well as the position of the opening that needs to be served, other factors need to be considered such as the type of traffic that will pass through the opening.

“Some doorways only service pedestrians, while others have to accommodate vehicular or motorised traffic such as forklifts, golf carts, pallet jacks and trolleys. And in some instances, the traffic moves in both directions which often necessitates a double doorway solution,”

he explains.

Companies often make a decision based on an online catalogue without undertaking a locality or situational assessment and this, says Dessing, is where issues arise. Not all doorways are suitable for a solid door solution but this is often something which can only be determined by a site visit. “A skilled supplier will know what to look for and what questions to ask,” he continues.

Questions to ask include whether the entrance point orientation is straight and readily accessible, or whether traffic needs to negotiate sharp or narrow turns. The frequency of use of the doorway is also important as well as the number of hours the opening will be accessed during any given day as this information will directly affect the choice of door closure. The practicalities of environmental influence, such as heating or cooling, need to be factored in to ensure that customer goals are met. Some work environments are prone to dust and other airborne pollutants so

Continued on P14

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# Africa Energy Indaba 2016 broadens its offerings

WITH the news that South Africa has rapidly become a world player in renewable energy and is well on its way to achieving government's goal of 30% clean energy by 2025, there are exciting programme developments confirmed for the Africa Energy Indaba, held annually at the Sandton Convention Centre in Johannesburg in February.

Africa Energy Indaba 2016 attracts energy experts and enthusiasts from across the continent at a time when energy issues are at the forefront of discussions on Africa reaching and maximising its growth potential.

The 2016 event has expanded its week-

long programme, with a smorgasbord offering for energy players across all energy sectors on the continent. With strategic partnerships with the World Energy Council (WEC), NEPAD's Planning and Coordinating Agency (NPCA) and the South African National Energy Association (SANEA,) all the energy sectors are represented in a tailor-made programme determined by leading industry representatives, energy officials and government stakeholders.

Running from the week of the 15th February, the event kicks off with the second annual Women in Energy (WiE) conference, which is designed to

recognise the increase in leadership and development of women involved in the African energy space. This one-day conference will provide a platform for women to network, share their knowledge, discuss achievements and encourage the advancement of women across all sectors of the energy industry.

The World Energy Council's Africa regional meeting and the Africa Gas Forum will also run concurrently on the Monday. The WEC regional meeting is a governance forum exclusively for WEC members. This is where WEC is discussed in relation to the African context and where WEC's African

work programmes are formulated and discussed, all aimed at enhancing the effectiveness of the WEC member committees across Africa.

The main Africa Energy Indaba programme kicks off on Tuesday, with specific speaker details and exciting VIP attendances.

The Energy Ministerial Dialogue and the Indaba Energy Leader's Dialogue (IELD) as well as the Nuclear Forum also take place on Tuesday. The IELD brings together global and regional energy leaders to exchange views on critical issues facing the energy industry in informal,

off-the-record discussions. These high-level, invitation-only events provide an intimate platform for participants to discuss topics and are co-hosted by energy luminaries from Africa and the world.

The IFC's Esco Conference aims to develop the energy service company model in Africa, and the important World Bank Global Tracking Framework Report Launch, will take place on Wednesday.

The popular IPP and PPA conference, sponsored by Macfarlanes, has grown exponentially every year, and will once again bring IPPs and investors together with gov-



ernment stakeholders to hear from South Africa and Africa's IPP role players.

For the first time, the Indaba will host the East Africa Energy Forum, which will focus on energy projects and opportunities in the East African Community (EAC) region, giving global en-

ergy companies access to the East African Energy market.

The official Africa Energy Indaba conference and exhibition programme ends on Thursday and on Friday SANEA will host its Open Industry Dialogue. Pre-arranged site visits will also take place.

## The recycling culture

SOME organizations appear to adopt a recycling program with no effort and limited resources while other organizations fail to recycle - despite having the best training and recycling programs available.

A simple walk through an organization's premises - offices, retail or industrial - may reveal coloured containers all in a row with signs stating exactly what should be placed in each. Open the containers, however, and you may find the recyclables mixed with general waste and often contaminated.

In another organization you will find no containers and sig-

nage, but look under each desk and you may find a cardboard box filled with used typing paper, which the occupant carefully squirrels away.

The difference is that in the first organization a recycling regime was probably implemented by "someone up there" with instructions to do it and little explanation as to why or how one should recycle. In the second organization one or more individuals decided, after watching a program or reading an article, that recycling is a good thing and said, "I will recycle."

An awareness of the benefits of recycling and a visible champion help the recycling cause immensely. The sight of the CEO picking up stray bits of litter has far more impact on staff than hours of

videos and training.

Consumerism and the waste that it causes have been around for decades. Recycling has not; it is not a natural but rather a learned behaviour. A good example of this is Sweden, a first world country admittedly, but Sweden didn't recycle 40 years ago. Today, after any meal or event, the participants rise and pick up their litter then walk to a nearby recycling unit and sort the waste from the recyclables and place each in its correct container. It is socially unacceptable not to do so and anyone who failed to clean up would immediately have it pointed out to him by his peers.

Sweden, today, has to import waste from other countries in order to provide fuel for its incinerators - there

is insufficient waste because of the recycling taking place.

Recycling often comes down to individual choice and once a critical mass of people in an organization decide to recycle then it works - whether it is company policy or not and whether there is a recycling program with supportive training, incentives and tools in place or not.

And that is why some organizations get it right - individuals understand the benefits to the environment and the savings which accrue from recycling and choose to do something about it. Champions arise and the recycling culture becomes ingrained. Other organizations go through the motions with all the tools in place and still can't come close to industry recycling rates.

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# It's easier to keep up than to catch up

By Daniel Bruwer

WHY fix something that isn't broken right? Wrong! Outdated business practice will put any organization at a disadvantage to those competitors who choose to keep up with new and innovative practices and technology.

In a recent TED talk, David Epstein (2014) explains that in 1936 Jesse Owens, an American sprinter, held the world record in the 100m sprint at 10.2 seconds. Today, this world record is held by Usain Bolt at an impressive 9.58 seconds. Now, this significant difference is not due to the human species drastically evolving, but rather to the evolution and adoption of new technology. Usain Bolt propels himself off special starting blocks and runs on a highly sophisticated surface while Jesse Owens started from holes he dug on a track with a surface made of cinders. According to Epstein (2014), a sport science expert, if Jesse Owens were to compete with Usain Bolt today, with exactly the same technology, he would finish within one stride of "the fastest man alive."

Just as in sports, keeping up with new tech is a key factor in staying competitive and relevant in business. New technology and the application of innovative theory and practice has the potential to speed up and streamline communication and business processes. Sales mobility

Continued on P11

# MAN launches the new TGX Euro 5 truck

Continued from P4

The perfect fit for the 'ONE MAN kann' Journey.

Piloting the TGX in the 'One MAN kann' odyssey needed more than just an enthusiastic celebrity, adventurer and explorer; professional MAN long-haul driver, supplied in the form of Nduna Chari, one of MANLINE's best long-haul drivers.

To share the driving load, Riaan Manser undertook the extensive MAN ProfiDrive driver training programme before embarking on the journey

### The machine

Powered by the legendary MAN D26 common-rail diesel engine,

the 400kW / 2500Nm MAN TGX 26.540 gives long-haul operators an additional 44kW over MAN's SA long-haul stalwart, the MAN TGS 26.480 6x4 BLS (LX.) With an extra 200Nm of torque and a Euro 5 emissions rating, the MAN TGX 26.540 BLS uses selective catalytic reduction (SCR) technology and AdBlue to lower carbon as well as other toxic emissions.

Initial testing of the MAN TGX 26.540 BLS in South Africa by MAN ProfiDrive has shown comparable fuel efficiency to current TGS long-haul truck-tractors. An encouraging two-litre per 100km diesel saving compared to other local truck models was

achieved and, thanks to the TGX's extra power and torque, shorter trip times and therefore, greater productivity can be expected.

Considering southern Africa's mountainous topography, the ability for a long-haul truck-tractor to safely ascend and descend steep gradients at optimum speeds is a primary purchasing criterion for long-haul operators. The MAN TGX 26.540 boasts a host of driveline technologies that enable benchmark average speeds including a 12-speed MAN TipMatic automated manual transmission that effectively keeps engine speed at optimum r/min (in the 'green band') without the driver

having to manually change gears.

The aerodynamic design of the new MAN TGX cab plus a low power-consumption electronically managed compressor (APM) and an energy-efficient Eco-Life alternator, bring additional automated fuel savings to the vehicle.

### Enhanced safety

The TGX braking system is the latest incarnation of MAN's BrakeMatic technology, which includes a hydrodynamic PriTarder that combines an electronically controlled engine valve brake (EVBeC) with a Voith Aquatarder. The MAN PriTarder is particularly effective

at slower speeds, making hill descents safe at 60km/h under a full load.

Additional standard safety features include a Lane Guard system (LGS), Adaptive Cruise Control (ACC) and an emergency stopping signal (ESS,) along with EBS, ASR and ESP.

### Enhanced ergonomics, productivity and intelligence

The TGX has the roomiest cab ever released in southern Africa which boasts an extra 200mm of width and full standing height with extra-wide double bunks and comfort features, from air-conditioning to a hi-tech media system

with Bluetooth functionality.

The in-cab tech array also includes an axle-load display for both truck and trailer and features MAN TeleMatics (a fully-fledged Fleet Management system) with touchscreen navigation capability. Driver training is undertaken by MAN's proprietary MAN ProfiDrive programme that includes modules from 'basics' to advanced and specialised applications.

The TGX definitely 'checks all the boxes' on the long-haul operator's wish list and MAN Truck and Bus SA are confident it will set the benchmark in this sector of the trucking industry.



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## Voltex acquires new specialist lighting manufacturer



VOLTEX recently acquired Lighting Structures, supplier of masts for High Mast Lighting in South Africa and other African countries. Operating since 1976, Lighting Structures has an ISO 9001:2008 certified production facility located in the East Rand.

Lighting Structures design and fabricate masts for special applications and has successfully

completed numerous installations throughout Africa where masts are purpose designed for unique applications. Adapting to the growing demand for alternative energy sources, Lighting Structures also design and build solar panel support structures that can be used in conjunction with masts fitted with LED luminaires.

The acquisition presented itself at an opportune time for Voltex to expand its products and services into this niche segment whilst securing the valuable expertise of highly experienced professionals. As a specialist manufacturer, Lighting Structures will operate as a subsidiary of Cabstrut, one of Voltex's Specialist Supply Divisions in order to maximize focus and responsiveness in these specialised markets.

## Rec-o-quip powers on



Santerno solar DC/AC inverter.

"POWER is expensive and the sooner you invest in managing the power that gets wasted in your operation the sooner your business will benefit and save you millions." This according to Rec-o-quip Director, Steven Harmsen.

Rec-o-quip imports equipment across the spectrum for the mining, construction, demolition, recycling, forestry and alternative power sectors from both Italy and Germany. These are sold across the African continent and islands (Mauritius, Madagascar, Reunion, St Helena.)

Harmsen told Cape Business News that he is particularly excited by the Rec-o-quip range that provides solar/wind and regenerative power through auto-

mation to the recycling industry, where power is either not available or undersupplied.

"These products enable our clients to operate anywhere in the world," continues Harmsen. Rec-o-quip is unbending on the quality of the products it supplies. "The reliability of our products is key to your business success, and Rec-o-quip would like to be a part of that success through innovative products."

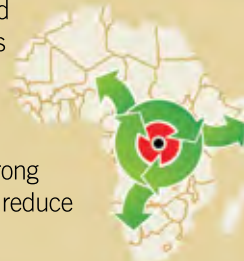
Rec-o-quip also provides efficient industrial power to various sectors, including: mining; cement; water; HVAC (heat, ventilation, air-conditioning); cranes; lifting equipment and agriculture by harnessing the existing grid and using regenerative power automation to save lost energy from motor controlled applications (induction and A/synchronous motors, braking units and resistors.)

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Rec-O-quip supplies European construction and recycling equipment. Providing power to various industries through solar, wind energy and industrial automation capturing regenerative energy, supplying the African continent and surrounding islands with quality, reliable and strong equipment. Tailored to the customer's needs to reduce costs and improve profits.



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## Power to the people

THE Western Cape energy sector is switched on to new initiatives that might provide a welcome jolt to the country's increasing power needs. PSG Private Equity's push into power saving specialist Energy Partners looks ready to pay dividends, while former Government Employees Pension Fund boss John Olifant has caused a big splash by launching a Cape Town-based investment vehicle, GAIA Infrastructure Capital Fund, that will include investment in alternative and renewable energy.

GAIA will focus on infrastructure and renewable energy projects, and is set to list on the JSE later this month (November) when it aims to raise R500m.

GAIA's brief is buying into existing projects - including utility scale renewable energy (solar, wind and hydropower plants.) Olifant said GAIA's team had already been involved in a R530m investment in the fully operational Dorper Wind Farm near Molteno in the Eastern Cape as well as a R792m investment in

three solar photovoltaic projects situated in the Free State and Northern Cape.

He said several investment opportunities under investigation that would be presented to the listed entity ranging from R120m to R800m in size.

Oliphant stressed that the regulatory outlook for renewable energy remained stable and boded well for other infrastructure sectors. "We will remain active in the secondary renewable energy investment market, which currently has a potential secondary equity market worth

of R40m."

Energy Partners, which may also be looking at a JSE listing in the not-too-distant future, is also powering up. In a recent investment presentation, PSG reported that Energy Partners had more than R100m of energy-rental deals for financial 2016. Energy Partners, in which PSG holds a 54% stake, offers services that save power costs for mainly businesses. Clients include retailers Pick n Pay, Fruit and Veg City, Kaap Agri as well as private hospitals group Netcare and dairy products group Parmalat.

PSG also said Energy Partner would continue expanding installation capacity - including the launch of residential solution. PSG said Energy Partners had R400m worth of proposals in the market for 2016 with the trend accelerating to R80m/month with around R38m already contracted.

In a related energy matter, power supplies group ARB's profits were again illuminated by a bright and breezy performance by Cape Town-based lighting subsidiary, Eurolux. In the year to end June Eurolux pushed up revenue 21% to R425m with operating profits coming in 11% higher at R44m.

Directors said Eurolux continued to achieve market share gains with the introduction of new product categories and a focus on key customer gains. Margins, though, were hit by a competitive trading environment and the volatile exchange rate.

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# Rand-Air exceeds health and safety requirements at Kumba Iron Ore

RAND-AIR, a leader in the rental of oil-free compressors and generators recently obtained 98% in the annual safety, health and environmental (SHE) audit at Kumba Iron Ore's Sishen mine in Kathu, Northern Cape. The nature of large-scale industrial and mining operations positions the people and environment in close proximity of these operations at risk. It is for this reason that stringent health, safety and environmental standards need to be implemented and maintained.

Kumba are a leading supplier of high-quality iron ore to the global steel industry and are committed to exceeding regulatory compliance and achieving an impeccable health and safety record.

"Kumba enforces that all suppliers and contractors fulfill strict health and safety cri-

teria," explains Rand-Air's SHEQ Manager, Bongani Thobelo.

Rand-Air has been on-site at Kumba's Sishen mine since 2010 with their current contract extending well into 2016. The QAX20 lighting towers that

Rand-Air supplies to the Sishen mine are utilised throughout the mine in their mining and dumping operations. The audit which is governed by the Kumba Iron Ore SHEQ policy was conducted by their team

of safety officers and was a twofold process. The inspection of the machines on site was followed by a review of Rand-Air's SHE files and appointments.

"At Rand-Air we are extremely conscious about health, safety

and the environment. We have adopted an ongoing policy of compliance with the highest local and international SHE rules and regulations. It is our aim to constantly strive towards a 100% audit," Thobelo concludes.



**It's easier to keep up than to catch up**

Continued from P9

systems, for example, have the ability to facilitate quick and easy communication and information sharing between staff, ultimately speeding up the sales process which, in turn, leads to a greater profit margin.

If you are out of the loop, don't panic, but act fast. Start by evaluating your website. Today the best way to find goods or services you are looking for is to take out your smartphone and "google it," and there is nothing more discouraging than an outdated website that isn't user friendly or appealing to the eye. Additionally, social platforms are great for brand visibility and communicating with customers. This doesn't mean you have to #keepup-withtheKardashians or 'like' every one of your customers' posts, but a helpful hint or a positive update on your business serves to add value to your brand. If you want to take it a step further, establish yourself as a thought leader by writing a post or two on linked in or maybe contributing and article to an online trade publication.

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These miniature circuit breakers have been developed to be used

in low voltage circuits with direct or alternating current from 2 to 125 A and short circuit breaking capacity up to 10kA. The full range includes all accessories in both 5kA and 10kA, making it possible for the Zest WEG Group to supply customers with complete solutions for specific projects.

All the WEG MDW and WEG MDWH miniature circuit breakers can be used in both commercial and domestic applications.



A WEG double pole earth leakage device.

## Global Innovative Building Systems and Isover are synonymous with insulation

GLOBAL warming, pollution, world energy forums, green councils, sustainable energy, energy efficiency and insulation are some of the “buzz” words flying around. This sounds dramatic, but in real terms a few basic principles apply that gives meaning to it all.

Compliance with specifications, monitoring of thermal values and fire ratings are all in the forefront of professional and industry thinking at this time.

A simple fact is that the use of insulation

saves on energy consumption, which in turn saves on cost.

Saint Gobain Isover's wide range of insulation products are available to cover a variety of applications where essential savings can be implemented. Be it in low temperature building applications that encompass the insulation of ceilings, factory roofs, HVAC / air conditioning and acoustics or high temperature applications in general industry including boilers, turbines, steam piping, and ovens to name but a few. There

is a product that will be “fit for purpose.”

Saint Gobain Isover is a global leader in the manufacture of thermal and acoustic glasswool insulation, which is locally manufactured according to ISO 9001 Quality Management System standards and its Springs plant achieved ISO 14001 certification in 2012.

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**Environmental Sustainability** – Glasswool is made from a combination of naturally occurring silica, fluxing agents and up to 80% recycled glass. Glasswool has a zero Ozone Depleting Potential (ODP) and no CFCs or HCFCs are produced in the production process.

Quality is essential in the choice of insulation, relative to density and thickness, which determines the efficiency of the product. All the technical information is available in order to make an educated choice of product to fulfil and satisfy the philosophy of energy savings and reduce energy consumption.

Global Innovative Building Systems has been supplying insulation products and technical support to these industries for over 30 years.



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Isover's range of insulation products ensures optimal thermal and acoustic performance while maximising energy efficiency.

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# Daikin launches VRV IV heat recovery in South Africa



Daikin's Latest VRV IV Heat Recovery solution.

IT has been over 30 years since the HVAC industry was transformed with the introduction of the world's first air conditioning system with variable refrigerant control, based on the Variable Refrigerant Volume (VRV) technology pioneered by Daikin.

"With the launch of Daikin's Latest VRV IV Heat Recovery solution, this trend is set to continue as the bar has been raised yet again for HVAC systems and the industry around the world," according to the company.

Hosted in Johannesburg and Cape Town, the launch events featured Daikin's International VRV specialist guest speaker, Hubert Gatez, and were attended by more than 100 Consultants and over 200 air conditioning contractors and installers from around South Africa.

As part of Daikin's "total solution," the launch event offered key product and technological advances in comparison to VRV III, as well as emphasising the 360° efficiency offered by VRV IV Heat Recovery, with excellent efficiency and by being the what Daikin calls "the most efficient in design and installation available."

### The evolution of air conditioning

"VRV IV Heat Recovery is nothing less than the evolution of HVAC systems," Daikin continues.

"Adopting the latest of technologies available, this complete building solution is up to 28% more efficient than the previous generation of VRV, is more flexible and can be installed faster than any other heat recovery system."

This substantial increase in overall efficiency is thanks to product improvements such as a newly developed compressor able to deliver 50% more compression volume, a four sided heat exchanger with up to 50% more surface area, a new and more efficient DC fan motor, as well as a refrigerant-cooled PCB to mention but a few of the 37 patents applicable to VRV IV.

Using heat recovery technology, the newest systems can recover "free" heat from areas requiring cooling such as offices and server rooms, using it to heat other areas and provide hot water or supply heat to other applica-

tions such as over-door air curtains. Re-using wasted energy in this way can provide a Coefficient of Performance (COP) of up to ten – meaning that for each kilowatt of electricity uses, up to 10kW of heating or cooling capacity is provided.

The biggest improvements to the VRV IV Heat Recovery is thanks to the new three-pipe system and incorporation of the revolutionary Variable Refrigerant Temperature technology, allowing the VRV system to adjust both the inverter

compressor speed and the refrigerant temperature, thus providing the necessary capacity to meet the building load with the highest seasonal efficiency at all times.

Thanks to this "Total Solution" approach, the newest VRV IV Heat

Recovery systems offer significant benefits for engineers, installers and building users, enhancing building comfort and offering the means to realise further energy efficiencies through the application of the latest technology developments.

## VRV IV Heat Recovery

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operational efficiency



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- +
- QUICK  
installation
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## Correct selection of high impact doors enhances productivity

Continued from P7

one needs to determine in advance how the doors or closures will be cleaned, in order to provide a solution that lends itself to hygiene while concurrently not becoming a high maintenance issue.

"Finally," Dessing says, "the aesthetics of the closure also influences the choice of product. We have a range of products to suit all applications, and each can be customised based on predetermined factors including productivity, environmental control and employee comfort."

Where unhindered traffic flow remains a primary concern, the Apex range of high speed doors offers both functionality and performance.

These semi-automatic doors 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 reduced footprint.

The Apex SR 9000 insulated impact traffic door, in a choice of six colours, combines functionality with longevity in areas where the movement of pedestrians and goods is

particularly high. The door, manufactured from a 3mm ABS skin which retains its physical properties down to temperatures of minus 40°C, is impervious to moisture, acids, petroleum products, animal fats, rodent, insects and salt solutions.

The Apex SCP Traffic Doors provide easy access, without the wear problems typically associated with busy environments. The wooden core of the door panel is 18mm thick and is covered with a full height high pressure laminate that is adhered to both sides. The mounting system used on the Apex SCP Traffic Doors is designed to strengthen the door jamb and is offered in a range of attractive materials and décor options.

At the other end of the spectrum is the Apex General Purpose Strip Curtain which provides a cost effective closure solution while also controlling the influx of hot/cold air, insects, dust or other pollutants. The patented Balledge ensures optimum sealing, and reinforces and strengthens individual strips and allows easy access for people and goods.

DEMONSTRATING its philosophy of partnering in its customers' growth by carefully matching supply with customers' changing requirements, Air Products South Africa has been supplying critical gases to the Natal Fertility Clinic and KZN Day Clinic, helping to enable its successful growth phase.

From modest beginnings, the Natal Fertility Clinic has grown exponentially over the four years it has been in existence, and has enjoyed a close partnership with Air Products every step of the way. This four year journey together culminated in the clinic awarding Air Products a long-term contract in December 2014 to supply high purity (HP) liquid nitrogen to facilitate the cryogenic storage of samples, as well as other medical and specialty gases.

"When we first approached Air Products, we had a very minor liquid nitrogen requirement. At the inception of our fertility clinic, our patient numbers were small, thus the demand for gases was minimal," recalls Dr Christiaan Hoogendijk, a managing partner in the clinic and a qualified medical scientist and embryologist. "However, no matter how small our requirements, Air Products was always at hand, ensuring a timeous supply."

The Natal Fertility

# A fertile partnership



From left to right: Jasper Allardice (Regional Sales Manager Air Products South Africa), Dr Christiaan Hoogendijk (Managing partner in the clinic), Pravin Mohun (Sales Engineer Air Products South Africa.)

Clinic, which opened its doors in November 2011, specialises in assisted fertility services for couples who are struggling to conceive naturally. The clinic has since expanded substantially and now shares premises with the KZN Day Clinic in Umhlanga, a new, R40m state-of-the-art, purpose-built facility.

Central to the fertility healthcare process is a reliable supply of HP liquid nitrogen for the cryogenic freezing of sperm samples, eggs and embryos. Jasper Allardice, Regional Sales Manager and Pravin Mohun, Sales Engineer at Air Products South Africa in KwaZulu-Natal were closely involved with the clinic from

its inception.

"Back in 2011, we supplied the liquid nitrogen in dewars – gas storage flasks," says Allardice. "Although only a small quantity of gas was originally required, Air Products was impressed by Dr Hoogendijk, his healthcare expertise and the ethical and professional way in which the clinic operated. We realised the clinic would grow in time, and we committed to be there for the journey," he says.

"Ensuring that the gas was replenished timeously was critical, and was at times challenging. However, we persevered on the basis of our relationship with Dr Hoogendijk and the well-planned and ex-

citing vision which he and his partners had for the clinic."

In time, as the clinic increased its requirements for nitrogen, Air Products changed to its mini-tank mode of supply to meet demand. The company now ensures uninterrupted supply through the delivery of liquid nitrogen in mini-tanks and ensures continuous replenishment of back-up cylinders on site at all times," adds Mohun.

In supplying industrial gases to a wide variety of sectors, Air Products prides itself not only on its high-quality HP gases for specialised applications, but on its commitment to security of supply for its long-term customers. The com-

pany's decision to partner with the KZN Day Clinic and Natal Fertility Clinic is also in line with its overall growth strategy within the country's healthcare sector.

Apart from HP liquid nitrogen, Air Products now also supplies the clinic with medical and laboratory gases (including nitrous oxide, carbon dioxide, argon and medical oxygen) as well as its patented built-in-purifier (BIP) technology.

Medical oxygen and nitrous oxide are used for patients undergoing surgical procedures, and carbon dioxide creates the correct atmosphere in the incubator. A reliable gas supply also drives the consistent supply of nitrogen to the embryo culture system in the laboratory, in effect mimicking the atmosphere in the uterus.

"The health of the embryos that we grow and develop in our laboratories ultimately determines the health of the babies they will grow into. A consistent, reliable supply of gases is critical to the process, and ultimately to growing healthy foetuses," comments Hoogendijk. "The quality and purity of gases is also critically important to the healthy development of the embryos."

In tandem with the gases of highest purity supplied by Air Products, it is critical that the clinic operates a 'clean room' environment, notes Hoogendijk. "Embryos do not yet have an immune system of any kind, and therefore can only be allowed to come into contact with gases and compounds of the highest purity," he emphasises.

The Natal Fertility Clinic is not only involved with assisted fertility services, but specialises in other laboratory work, including pre-implantation genetic diagnosis and other medical research, forming part of a wider international network of highly respected medical research.

"Partnerships have been critical to our success, and we highly appreciate the way in which Air Products, in particular, have taken steps to ensure total peace of mind for us.

They have taken the time and effort to get to know me and my team and how we operate, and have supported us every step of the way along this exciting fertility healthcare journey. We are delighted to have them on board as a long-term gas supply partner," Hoogendijk concludes.

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## Skilled tradesmen important to grow SA's economy

Ethel Nyembe, Head of Small Enterprise at Standard Bank

RECENTLY, there has been an ongoing debate around the many obstacles that hinder South Africa's economic growth and development. However, a far more minor focus of attention has been placed on skilled tradesmen who are just as important when it comes to keeping the wheels of mining, manufacturing and many industries turning.

It is unfortunate that despite recognising the problem and discussing it at national level little progress is being made to promote skilled trades as honourable career choices for school-leavers.

A substantial shift is required before the opportunities a trade can bring as a job choice are fully appreciated. Furthermore, the future could be much brighter for tradesmen who have an entrepreneurial outlook and aim to carve their own futures in the services sector.

Even though many youngsters would do better by considering trade professions, the desire for a quality education for their children, naturally enough, remains high in members of the older generation that see the future in terms of prestige and earning power. The high failure rate at first-year university level dictates the truth. Instead of most learners trying to become engineers or choosing a common profession - the country would be better served if technical trades had also been pursued.

A survey undertaken by PayScale Human Capital in July this year revealed that things are probably not as bad as they are painted for tradesmen:

- An electrician earns an average salary of R 201,535.00 annually. As these people gain experience they tend to move into allied fields where their skills can be further developed and applied to fields such as the installation of electronic equipment, automation and plant maintenance to mention but a few.
- Boilermakers engaged in fields ranging from plant maintenance and fabrication through to specialist welding

of materials, can expect to earn an average of R78.80 an hour. With experience average annual pay can grow to the R 240,000 level and beyond. The highest paid skills are for welders experienced in the use of techniques such as shielded metal arc welding and tungsten inert gas (TIG) welding who earn an average R102 an hour.

As a banker concerned with promoting the SME sector and job creation, I believe that taking action at policy level can be supported by educating and encouraging tradesmen to expand their horizons beyond the traditional job market. They should be educated about self-employment as a way of realising their ambitions.

It is a fact that the informal and SME sector is creating more jobs than the formal sector-especially in these financially-stressed times. With education, a function of both the formal teaching structures and through appropriate media by financial institutions,

Continued on P17

## Non-predictability of LPG pricing must be 'urgently addressed'

SOUTH Africa currently has the fourth highest priced liquefied petroleum gas (LPG) in the world. If the 'disconnect' between the international price of LPG and the local price of this safe, reliable and cost-effective alternative to conventional power supply can be removed, there is no reason why prices cannot come down significantly to help address South Africa's energy poverty issues. This is according to Atose Aguele, managing director of Avedia Energy.

Speaking during a panel discussion at the Argus Liquid Petroleum Gas conference in Cape Town, Aguele said the maximum retail price of LPG in South Africa has been capped by the Department of Energy since 2010.

"At issue is the maximum refinery gate price (MRGP). The price of LPG is linked to the price of gasoline, which is at odds with what is happening internationally. We have been talking for years about the MRGP - the non-predictability of pricing needs to be addressed urgently," he said.

Aguele said to further ensure pricing structures that are affordable to all South Africans, competition in the LPG industry needs to be actively promoted to prevent monopolies. "The local LPG industry requires imports to

grow - in 2013, 16% of the 400,000 tons of LPG consumed in South Africa was imported. Competition with regards to import terminals is especially important."

The benefits of LPG as an alternative solution to traditional bio-fuels for domestic and industrial cooking and heating have been widely documented, most notably for its reduced impact on personal and environmental health. It has been estimated that the average South African household that switches to LPG for domestic cooking and heating, could save in



Atose Aguele, managing director of Avedia Energy.

excess of 120kg of firewood every year.

Dr Rod Crompton of the National Energy Regulator of South Africa (NERSA) said

middle-income residential areas in South Africa - especially people opting for newly constructed 'walled villages' - are an untapped potential market for the LPG industry in South Africa. Many of these estates now have LPG supplied via pipeline, and residents are choosing LPG for both 'fashionable reasons' and in response to interruptions in electricity supply.

Paul Harris, director of Integrated Energy Solutions, added that if the industry could switch three million of the around five million middle-income residen-

tial properties in South Africa to LPG, it would "increase the LPG market by about 200,000 tons a year, which could save us one Koeberg power station."

Aguele said all industry players were in agreement that LPG is currently underutilised in this country - only 3% of South Africans are currently using it as an additional source of energy. "We all need to focus on baking a bigger pie and promoting the use of LPG in South Africa as an industry, and not focus on harvesting current market share from each other," he said.

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# Young welder successful in Brazil

THE 2015 Young Welder of the Year, Jaco van Deventer, acquitted himself admirably at the WorldSkills competition falling a mere seven points short of the required 500 for a Medallion of Excellence. Van Deventer represented South Africa in the welding section of the WorldSkills competition, which was held in Sao Paulo, Brazil.

The WorldSkills competition originated in Spain in 1946 when, just after World War II, there was a dearth of skills in that country and José Antonio Elola Olaso, who was General Director of OJE (Spanish Youth Organization), had an insight: it was

necessary to convince youth, as well as their parents, teachers and prospective employers, that their future depended on an effective vocational training system. The idea was to have a competition so that "young people's competing spirit would be aroused, adults would discuss the competition results and visitors would be able to see a great variety of trades being demonstrated."

Today WorldSkills represents more than 45 skills in 72 Member countries and regions, all working together with youth, educators and industries to help prepare the workforce and talent of today for the jobs of



*Jaco van Deventer acquitted himself well representing South Africa recently at the WorldSkills competition in Sao Paulo, Brazil.*

the future.

The winner of South Africa's biennial Young Welder of the Year (YWOY) competition, which has become the foremost skills test for

young welders in the country, represents South Africa at the WorldSkills competition.

Etienne Nell, convener of YWOY, who accompanied van De-

venter to Brazil, tells Cape Business News that he was pleased with van Deventer's overall performance.

"He is a particularly industrious and conscientious young man who showed discipline and application during the local competition earlier this year and during his training for the competition through to the main event itself. If it weren't for a relatively small mistake he would have been the best South African in the history of the competition and I have no doubt that he has an outstanding future ahead of him in the welding industry," says Nell.

He adds that van Deventer's employers, Steinhilber Africa, deserve unmitigated praise for their attitude towards his participation in both the local and the international competition.

"They supported him fully including giving him months off work to prepare," Nell says.

Sean Blake, Executive Director of the Southern African Institute of Welding (SAIW,) says that, although started by

the SAIW, the YWOY competition has become an industry initiative increasingly important in attracting young South Africans to the welding industry.

"The initial raison d'être for the competition was to get the youth to be more conscious of the great opportunities offered by the welding industry for employment and a successful career and I believe that it has, in this regard, been a great success. In the 10 years that we have run the competition, entries have increased by more than fivefold and our publicity, when measured by advertising value equivalence (AVE,) by more than a hundredfold," Blake says.

He adds that the increased involvement of those who are teaching the youth welding skills is the most encouraging and with their support the SAIW will be extending the footprint of the competition quite considerably in future years. "We are particularly pleased that Steinhilber has opted to be on the

organising committee and we look forward to working with them again in the future."

In terms of the extended footprint Blake says that there are plans for regional competitions in the future in the Western Cape, KZN and Mpumalanga. "This will give a lot more youngsters the chance to get into the finals in Johannesburg and will, of course, substantially increase awareness of the Young Welder competition," Blake says.

There will also be an increased focus on marketing and promotion for the 2017 competition.

"We plan to get even wider coverage of the competition in the classical media like radio, print and television. But we also plan to increasingly use the social media like Facebook, Twitter and others, which are appropriate for the age-group of the participants in the Young Welder competition. A specialist agency has already been employed to oversee this activity," Blake concludes.



## Changing the Face of Welding Education in the Cape

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

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

### Courses currently offered by SAIW Western Cape include:

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

For further information contact:

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## Technology centre promotes next-step welding

IN line with the company's global drive, Lincoln Electric is in the process of setting up a new welding technology centre in Midrand, Gauteng.

"We have always had workshop space in this facility, but we are now installing a permanent demonstration centre to allow us to promote our full range of welding solutions," says Benoit Lamotte, regional manager for sub-Saharan Africa and the Indian Ocean.

"We have the machines, the consumables and the welding



knowledge to enable us to bring the best of the world's productivity solutions to local customers. We are striving to move people up the technology ladder, from wherever they are. All the next-step welding solutions in this centre target productivity: increased deposition rates; higher duty cycles; and reduced grinding and cleaning times after welding, for example," Lamotte tells Cape Business News.

"In South Africa, for example, we are promoting Tandem submerged arc welding with ac/dc machines as a step up from traditional single wire dc submerged arc systems. Tandem sub-arc welding offers with Lincoln PowerWave ac/dc power sources significantly higher productivity and process control, which can result in much lower total costs of production," he explains.

Another key focus

for Africa is pipeline welding. On display is Lincoln Electric's STT solution for root welding and its mechanised flux-cored welding systems, which use Lincoln BUG-O solution.

"For pipe welding work, we want to move people away from using solid GMAW wire to using flux-cored and metal-cored wires, which offer higher deposition rates. And to replace stick welding (SMAW) we are showcasing the advantages of using Innershield gasless flux-cored wires as a substitute," Lamotte says, adding that these wires are ideal for site-based work in Africa, where shielding gas is not always readily available.

Aluminium welding also features, "We aim to move people away from using 1.0mm wire to using 1.2 or 1.6mm wires, even on thin plate. This

Continued on P17

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# At the 'heart' of industry

RENTTECH South Africa, a leader in the sales and rental of top brands in welding, lifting and rigging and construction equipment, has launched a new, state-of-the-art sales outlet adjacent to its premises in Wadeville.

This facility, with convenient access for many industries in the area - as well as power generation projects and local refineries - is a one-of-a-kind sales outlet representing the latest step in the company's investment in growth across many sectors including industrial, mining, petrochemical, power generation and others, such as agriculture. This move also comes in the wake of the opening of a number of branches to meet the needs of industries around the country.

"Renttech's success in the market rests of the highest levels of integrity, performance and customer service. Our vision for the future is to reach a new 'high' in customer support and service. Our brand new, centralised sales facility in Wadeville promises to bring our Gauteng customers greater convenience and the widest available range of equipment in the market," says Gerrit van Zyl, Managing Director of Renttech South Africa.

With a large fleet of welding rental equipment, Renttech South Africa services a wide range of industries, from petrochemical to pulp and paper, power generation, manufacturing, mining and engineering. The company's welding portfolio includes the renowned Harris, Lincoln and Uniarc ranges of metalworking products, which are backed by high levels of product expertise.

The company's in-house technical know-how was on display at



L - R: Johan Bester, Welding Product Manager at Renttech SA; Jannie Bronkhorst, Regional Sales Manager, Renttech SA; Gerrit van Zyl, Managing Director, Renttech SA at the launch of the company's Wadeville sales outlet.

the launch of the new sales outlet, where customers and guests were able to get a 'feel' for the equipment through live demonstrations and interactions.

"Our sales specialists are known for their expert advice and in-depth knowledge of each item of equipment. This is the result of a long-term commitment to ongoing training and a company-wide focus on customer service," says Johan Bester, Welding Product Manager at Renttech South Africa.

Apart from the Harris range of products used in the brazing, soldering, welding, cutting and gas distribution industries, Renttech provides industries with Uniarc welding machines and plasma cutters, engine-driven welding packs, MIG/MAG torches, TIG torches, CO<sub>2</sub> welding machines and wire feeders, Hypertherm plasma cutters and CNC machines. Renttech SA also distributes Air Liquide industrial gas.

Having been involved in a number of high-profile projects in the petrochemical sector, Renttech provides both on-site support and easy accessibility

to critical equipment, such as power generation, welding, pneumatic power tools such as the Kuken brand, and personal protective equipment (PPE) during refinery shutdown periods.

"Renttech South Africa offers high levels of service during shutdown projects, providing on-site technical support and easy access to industry-critical equipment, such as generators and welding power sources - with the aim of minimising downtime," says van Zyl.

The company's portfolio of generators includes its range of diesel-driven generators, which meet both domestic and commercial/industrial demands. Renttech's diesel-driven generators range from 5kva up to 1,000kva, and include an extra heavy-duty 'rental spec' series for extreme conditions.

"We are excited to bring our range of best-in-class products and solutions under one roof at our new flagship facility," says van Zyl. "Part of our vision, at Renttech, is to invest in the growth and future success of pivotal industry sectors in this country. The new sales

outlet will provide new levels of one-stop-shop convenience for our customers, giving them access to the best in the business.

We believe the benefits of this development will further position Renttech as the first choice in industrial equipment rental and sales in South Africa," he concludes.

# Skilled tradesmen important to grow SA's economy

Continued from P15

the benefits of taking an entrepreneurial approach to becoming skilled tradesmen, could result in more people choosing the path that offers higher levels of personal growth.

There is a need for tradesmen across South Africa. The people needing them vary from homeowners through to major industries. Opportunities are therefore unlimited, as is the potential for new jobs to be created.

Standard Bank is committed to assisting the SME sector. For many years it has offered financial and business support, education about effective business practices and operational issues. The factors we stress in encouraging SME's - particularly those concentrating on trades - are:

- The sectors crying

out for various technical skills.

- The relationship between corporations and SME's and the growing requirements on big business to identify and use SME's as suppliers as well as assist in their development.

- The relatively low cost of launching a service-orientated, trade-based business. Most people starting out need only reliable transport, a cell phone and the tools of the trade to get started. Jobs can be priced out and retainers paid up-front used to purchase specific requirements for a job. The registered office can be a room at home.

- The 24/7 nature of

many trades providing entrepreneurs exponential opportunities available for growth. They are not restricted to 'normal' business hours, a factor that can be included in business plans and building effective services.

- The various options available for securing start-up finance through state and financial service institutions.

Like many key sectors in the South African workplace, there is a need for younger job entrants to supplement the skills base that is confined mainly to an ageing workforce.

Taking up a skilled trade and starting a business could be a key to creating a more prosperous, egalitarian South African society.

# Technology centre promotes next-step welding

Continued from P16

can be achieved using pulse, pulse-on-pulse and other advanced waveforms available from PowerWave power sources."

Introducing Lincoln's 'True Energy' platform for the more accurate monitoring of heat input on highly responsive, modern inverter-based welding machines, Lamotte says that the welding of modern materials, such as duplex and super-duplex stainless steels, requires careful attention to weld-metal

metallurgy.

"Many of today's applications require very tight control of heat input, for example. Through True Energy and Production Monitor, we are able to embed high levels of monitoring and control into the PowerWave product range to simplify the task of achieving good quality welds in complex materials," he assures.

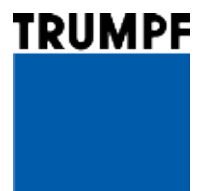
Keeping abreast of the Internet of Things, PowerWave machines can be allocated an IP address

and directly connected to the Internet, allowing them to be remotely monitored and/or controlled. Productivity and welding parameters can be monitored in real time or downloaded on a daily weekly, or monthly basis.

"It's all about productivity," he reiterates. "We welcome customers at all levels of sophistication to visit us at this new centre, where we will strive to develop better welding solutions for any application," he concludes.

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## Industry conferences and workshops confirmed for Propak Africa

CONFERENCES and workshops hosted by the Institute of Packaging of Southern Africa (IPSA), Plastics SA and Printing SA (PIFSA) will run alongside Propak Africa 2016, taking place at the Expo Centre, Nasrec in Johannesburg, from 15-18 March 2016. The South African and African packaging and related industries will take centre stage at what the company claims is Africa's largest packaging, food processing, printing, plastics and labelling trade exhibition, which will afford hundreds of local and international exhibitors the opportunity to showcase

their latest products, equipment, machinery and services. Conferences and workshops have also been confirmed and will be hosted by the Institute of Packaging of Southern Africa (IPSA), Plastics SA and Printing SA (PIFSA). In addition, Pavlo Phitidis, owner of Aurik, a business incubator company, and regular co-host on The 702 Money show, will be running sessions alongside the show aimed at c-suite executives from the industry. Topics will include: how to grow your business from an SMME to a medium-sized or large organisation, how

to do business into Africa and how to tackle legislative requirements in SA, including BEE. The IPSA Propak Africa Packaging Conference will be taking place on 17 March 2016 and will be devoted to bringing the African packaging industry together to share insights into new innovations, stimulate and motivate developments, and encourage knowledge sharing. The latest thinking will be highlighted in a comprehensive packaging based agenda. Delegates will be able to gain an in depth understanding on how brand owners, retailers, converters and

suppliers all work together to foster a dynamic and innovative solution-based approach addressing current market demand focused on expansion into the African region. The conference will share valuable insights from industry experts from across the African packaging value chain. The format will set the stage for extensive knowledge sharing and encourage networking opportunities across various industries. VDS Media will be managing the event on behalf of IPSA.

Continued on P21

## Polyoak Packaging offers one-stop packaging

POLYOAK Packaging is a leading rigid plastic packaging supplier with its roots in Diep River since 1976. Polyoak consists of a number of divisions specialising in the design and manufacture of blow moulded, injection moulded, compression moulded and thermoformed plastic packaging for the dairy, beverage, food and industrial markets. Its specialist garment hanger division, Visconti, provides high quality hanging solutions for garments, shoes and accessories. Dairypack services the dairy market with HDPE dairycans for milk and bottles for drinking yoghurt, maas, juice and



Explore Polyoak Packaging's wide range at its direct sales outlet in Ottery.

sorghum beer.

Dairypack Tubs manufactures thin-walled containers including multipacks for yoghurt, ice-cream, spreads and savoury snacks. Its new barrier tub range can be retorted and hot-filled to extend product shelf life without the addition of

preservatives.

Polypet offers PET bottles, jars and preforms to the beverage, food and wine markets and has innovative capabilities in hot-fill PET technology. The range includes 4/5 L bulk bottles with carry handles, premium looking PET wine and olive oil bottles and bottles for sauces, water and carbonated soft drinks.

African Closures manufactures closures for beverage, food and industrial application, such as the award-winning SABS approved Child Resistant Closures for chemicals, and caps with osmosis seals, taps and spouts. Its modern easy grip 28mm closures are available with outstanding print decoration of up to three colours.

Blowpack provides drums and robust containers for chemicals, detergents, agricultural and general purpose and bulk packaging for catering and foodservice.

Contan offers a wide range of buckets for paint, general purpose and food application.

Polyoak Packaging is a true 'one-stop' packaging supplier whether you require packaging for food, beverage or industrial application.

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# Demanding standards in food and beverage industry

IN these fast-moving and competitive times, customer satisfaction can only be achieved by having a clear understanding of a customer's requirements.

Through its worldwide network of SMC offices, factories and technical centres, it has a selected team of experts that are entirely dedicated to the Food Processing and Food Packaging Industry. These key teams of specialists of this industry do regular research on new trends, legislation and problems facing customers under the stringent hygienic requirements.

These experts are fully knowledgeable on the regulations that govern the production and packaging of food products and, with this knowledge, they offer innovative product solutions that not only



**Brian Abbott – Product Manager at SMC Pneumatics South Africa.**

meet the latest legal requirements, but provide solutions which ensures that the customer will gain or keep a competitive edge over competitors.

You will find pneumatics in almost every part of the production chain whether it be palletising, filling, capping or labelling.

There are a number of key issues that affect the industry. These in-

clude hygiene, health and energy efficiency to name a few. Products need to comply with these requirements and also withstand the working conditions which demands optimum availability. Special products with this in mind have therefore been developed as well as specialised solutions which cater for the demands of the applications found in food and beverage factories.

The company boasts an impressive range of standard and customised products, plus guarantee the highest levels of service and technical support.

“We understand the important issues such as continuous 24/7 operation, the latest up-to-the-minute hygiene regulations, the continual wash down and the extremes of heat and cold,” comments Brian

Abbott, Product Manager at SMC Pneumatics South Africa.

“Energy and safety have long since formed a large requirement in the European markets, so this is nothing new to SMC and the solutions are tried and tested. Our experts recognise the need for maximum operator health and safety and with energy costs increasing at an alarming rate, even the smallest saving can have a real impact on a business's bottom line as well as the environment,” adds Abbott.

Some of the products on offer specifically for this industry include corrosion resistant transmission systems, heat resistant tubing, hygienic design actuators, cylinders and solenoid valves and electro-static removal ionisers.

# SA wine hangover lifts

THE wine market has finally shaken off its prolonged hangover, and indications are that hopefully sales in the next few years will be something to cheer about. Stellenbosch-based liquor giant Distell reported recently that its wine portfolio was the star performer in its past financial year with volumes increasing by 14% and revenue rising by an encouraging 16%. CEO Richard Rushton said the rate of volume growth achieved by Distell's wines was significantly ahead of the industry – which indicated market share gained. Distell owns well-known wine brands like Nederburg, Neethlingshof, Plaisir de Merle, Allesverloren Durbanville Hills, Fleur du Cap, Graca, Chateau Libertas and Tassenberg.

Rushton said the relatively recent addition to Distell's wine brand portfolio, 4th Street, had been the standout performer although perlé wines had also shown strong growth. He said the 15% revenue gain in Distell's 'wine power brands' was driven by 4th Street's 159% growth in sales value – mostly in the local market. Distell also saw good gains overall in Africa – especially in Kenya.

What's more, Rushton disclosed that Distell's wine export volume growth had been seven times that of global growth in wine consumption in 2015.

He said Distell's premium wines had also performed favourably – particularly Nederburg, and Durbanville Hills, which both achieved double-digit volume growth for the year.

“The reputation of these brands continues to improve, as a result of increased focus and the critical acclaim ap-

pearing in widely read international wine publications and excellent scores achieved in leading wine competitions.”

Distell's resurgent wine sales follow a trend that was evident in the last set of financial results from smaller Paarl-based rival KWV. At that time chairman Mar-

cel Golding reported good growth in wines that were sold under the KWV, Laborie and Roodeberg trademarks in South Africa. Revenue growth of 21% was achieved in the local market.

KWV's wine brands have benefited from a

**Continued on P20**

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## SA wine hangover lifts

Continued from P19



slew of awards. KVV was the only South African wine brand recognised on the Drinks International List of the World's most admired wine brands (where the company ranked 33<sup>rd</sup>.) Golding believes KVV had proved – through its success in numerous wine competitions – that its wine was as good (if not better) than the fashionable boutique offerings.

“Our success is the result of our access to exceptional grapes, our relationship with our growers, the investment we have made in our winemaking

team and our ability to constantly innovate and improve our cellar practices.”

He stressed KVV continued to invest in procuring better quality grapes than what the price point of the wine required.

“This extra expense is seen as part of our marketing investment and we will continue with this approach as we grow our volume in the premium wine segments.”

Further proof of a more spirited wine segment was that the strong bidding at the 41st Nederburg

Auction once again achieved premium prices. Nederburg Auction Manager Dalene Steyn said the second highest average price per litre was achieved.

“Bidding was especially dynamic, with the most diverse buying audience yet. More private buyers than ever before resulted in a competitive bidding experience.”

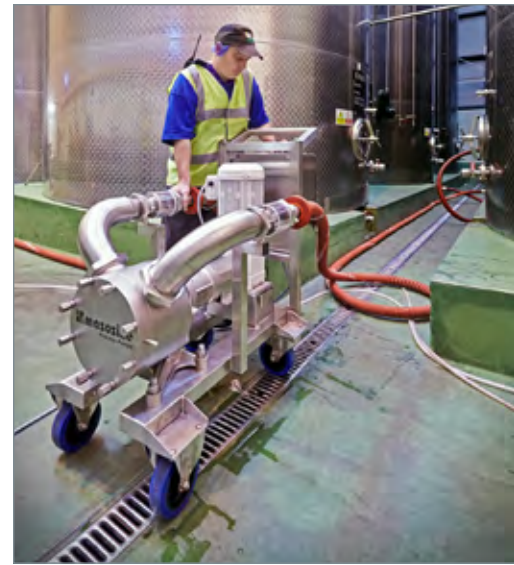
Total sales ended on R6.2m, just shy of last year's record of just over R7m. An average price per litre of R576 was achieved - compared to R597 in 2014. Record prices were set in four out of six categories - Fortified, Cap Classique, Port and Dry White.

Gaming and hotel group Tsogo Sun was again the top buyer with a spend of R642,800. Supermarket chain Spar - which owns the Tops liquor outlets - spent R758,600, which was up a hefty 65% on their 2014 spend.

## MasoSine pumps deliver significant reduction in tanker offload times at winery

BROADLAND Wineries has boosted its efficiency by replacing the company's previous positive displacement pumps with MasoSine process pumps from Watson-Marlow Fluid Technology Group. The outcome is that tanker offload times for juice have been cut by 50%, while the time for wine offloading has been cut by 25%.

Located in Norwich, Broadland Wineries was established in 1965 as an importer, maker and bottler of wines in both branded and own-label formats. The 100+ employee company offers a range that includes wines from both the new and old world, and it also ferments fruit wines, tonic wines, communion wines, mulled wines and perry. In total, Broadland processes around 28-35 million litres every year for customers that include many national supermarket chains.



### Market trend

“The contract bottling market is changing, so we're developing brands rather than just bottling for third parties,” says Engineering Projects Manager Bryan Tooke speaking about the market's most notable current trend.

Broadland bring in wine by the tanker load, typically 24,000 litres at a time. The company's previous Italian-built positive displacement pumps were ageing and proving slow at transferring the wine from the tankers. In addition, the pumps were struggling with the concentrated, high viscosity fruit juices also delivered to Broadland to help make certain wines.

“We cannot accept any damage to our wines or fruit juices,” says Tooke. “Any ‘whisking’ effects created by pumping will introduce oxygen, which is detrimental. As a result, pump quality,

performance and flow rate are vital. Our previous pumps were not coping well in terms of wine discharge speed. For some of the thicker syrups we would have to use them on reduced capacity, or deploy alternative pumps with very low capacity.”

### Proven sine pumps

Changing to a centrifugal pump was ruled out due to the inherent risk of cavitation in the wine potentially affecting dissolved CO<sub>2</sub> levels and the pump. Fortunately however, Tooke was familiar with MasoSine process pump technology from a previous role at a food manufacturing company. The sinusoidal rotor design of MasoSine SPS pumps delivers a low shear, gentle pumping action that transfers delicate products safely without risk of degradation. As a result, he requested a trial of an SPS

400 sinusoidal pump. The results were little short of startling.

“We immediately saw a reduction in our tanker offload time for wine to 45 minutes – a process which previously took an hour,” says Tooke. “For fruit juice the impact is even bigger – we can now decant in four hours, whereas before it could take a full day, particularly in cold weather.”

Broadland Wineries subsequently ordered two MasoSine 400 pumps which have now been running for 2½ years, serving different offload points at the site. Broadland Wineries has recently placed an order for a further MasoSine SPS 400 plus two EcoSine 40 pumps. These will be used within the factory, in transportation and manufacturing processes.

### Replacement programme

“As our existing pump types age to the point where performance dips, we've decided to replace them all with MasoSine,” says Tooke. “This will improve our efficiency and deliver more uniform capacity. We are a small company so we have to be careful with our investments, but this project involving the MasoSine pumps has proved highly successful and cost effective.”

Broadland Wineries is a fast growing private ‘food & drinks’ companies in the UK, as featured in a recent survey carried out by The Grocer.

## Powerful, low shear food pumps

Our MasoSine pumps combine virtually no shear with powerful suction lift and are ideal for food processing applications.

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## Industry conferences and workshops confirmed for Propak Africa

Continued from P18

IPSA will also be hosting various specialised workshops alongside Propak Africa, developed specifically for the IPSA Advanced Packaging Programme. These workshops are structured as interactive knowledge-enhancing sessions facilitated by a leading specialist in the field concerned. Workshop topics being considered include: Packaging Supply Chain Management, Packaging Quality Control, Corrugated and Paper Board Packaging, Plastic Packaging – Rigid and

Flexibles, Packaging and the Environment – the Law and The Facts, and an Overview of Statutory Requirements regarding Food Packaging.

Printing SA (PIFSA) will be running a number of training courses and there will also be a high-level conference (in conjunction with Sentient Publishing) for senior decision makers in the printing industry. Plastics SA will also host a conference alongside Propak Africa. “We are delighted that industry conferences and workshops will

be taking place alongside Propak Africa and that IPSA, Printing SA (PIFSA) and Plastics SA are lending their support and recognition to this exhibition,” says Gary Corin, Managing Director of Specialised Exhibitions Montgomery, organisers of the show. “It adds tremendous value for visitors and exhibitors. These organisations are to be commended for their efforts in maintaining and promoting the advancement of the high standards prevalent in the South African pack-

aging and related industries today.”

A showcase for the latest products and technologies, Propak Africa will offer visitors the opportunity to see state-of-the-art equipment as well as a vast array of machinery, auxiliary products and services. Visitors can expect to see many leading-edge South African companies in the packed halls, as well as high-profile international exhibitors from countries such as India, China, Belgium, Austria, Portugal, France, Turkey, Greece,

the UAE and the United Kingdom. “We’ve had an overwhelming response from companies and 80% of available exhibition space has been sold. We are confident that the show will be a sell-out,” says Joshua Low, Propak Africa Event Director. “We are expecting high visitor attendance at the 2016 show and believe that it will be a successful

and enjoyable event for all participants.”

“Innovations on show will include the latest packaging materials that meet the new regulation standards that have placed further responsibility on manufacturers to ensure packaging has a limited negative effect on the environment; new technologies coming out of the local plastics in-

dustry such as the growth in biodegradable plastic packaging which is being fuelled by consumer demand for more environmentally sustainable products; and, the processed-food sector’s answer to the general trend towards convenience and indulgence, driven by an increased consumer demand for processed foods.”

## Lechler nozzles in southern Africa

ACCORDING to the company, for over 130 years, Lechler (Est. 1875) has provided industries across the globe with quality spray nozzles and spray systems. It comes with no surprise that Lechler nozzles are to be found in a vast number of different spray applications such as high and low pressure washing / cleaning, coating, cooling, drying, lubricating, dust suppression, gas conditioning, fire protection and humidification.



“TÜV ISO 9001 certified Lechler are known for providing products that offer outstanding reliability, quality and performance.”

Where specific applications require specialised products and knowhow, many leading OEM (Original Equipment Manufacturers) and industries turn to Lechler for assistance. With this co-operative partnership, comprehensive spray nozzle

range and tailored made spray systems, Lechler says its products are often regarded as the benchmark for others to follow.

Examples of this are found in the Primary Steel making industry - continuous casting (MasterCooler and SlabCooler,) descaling (Scalemaster series) or roll cooling - hot or cold systems for steel and aluminium (SelectoSpray); cooling / cleaning exhaust gases

in power generation / cement works / furnaces (VarioCool systems); self-propelled tank cleaning nozzles (Whirly) for storage tanks/vessels in the food, beverage, pharmaceutical and chemical industries or surface treatment plants such as automotive manufacturers and related component manufacturers (MemoSpray.)

Sole representatives in Southern Africa Industrial Nozzles and

Systems (INS) have too forged lasting relationships with a diverse range of industries. With offices in Cape Town and Johannesburg, coupled with the support from Lechler application engineers, INS sales staff provide personal consultation and product support throughout the country. A reliable service is ensured through a large assortment of nozzles being stocked locally, with further product being airfreighted weekly to South Africa, for redistribution.

One can say that to be bestowed with a sole agency, for a highly recognized international brand is a testament to the recognition Lechler has towards Industrial Nozzles and Systems general business ethos. With this commitment to the Lechler brand and to providing an outstanding sales and after-sales service to all customers, will ensure INS continues to expand on every level.



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# Optimised schnitzel making process

SCHINTZELS can be produced in many ways and often the raw material and production method is rooted in local area culture. The common feature of the schnitzel though, is sliced and flattened meat, with a coating of batter and breading. The challenge in production is to have an effective process flow whatever the material or the local traditions. Schnitzel produc-



tion starts with pork loin trimming. The

loin then continues through portion cutting, flattening, battering and breading and is packed into trays. With Marel's Schnitzel line, optimal raw material utilization is ensured with minimal manual handling of products.

#### Deboning and trimming

Starting at the StreamLine, Marel's deboning and trimming system, operators debone and trim the pork loin from the mid-section. It is then conveyed to the portioning line - going through an optional injecting and tempering process.

#### Portioning

The pork loin is cut into portions, either on a conventional belt portion cutter, like the I-Cut 55 or I-Cut 11 or a volumetric portion cutter, like OptiCut.

The OptiCut delivers slices in a singulated row, all with the same shape and orientation.

#### Flattening

A Platino Flattener then flattens the slices using rotating "knuckles", simulating a meat hammer. This has a tenderizing effect on the meat, and gives better yield because less fluid is squeezed out of the meat.

#### Battering and breading

The automatic battering and breading process, is the final step before the stream of products are loaded into trays.

The BatterApplicator and BreadingApplicator from Marel Townsend Further Processing allow the user to set the type and amount of batter and breading required.

# Forward-thinking industries invest in Atlas Copco

ACCORDING to the company, Atlas Copco Compressor Technique's VSD technology substantially improves the energy efficiency of a compressed air system resulting in significant savings and sustainable productivity. Compressed air is one of the most important utilities in industry, but it is also one of the largest consumers of energy.

According to Charl Ackerman, Atlas Copco Compressor Technique's Industrial Air Business Line Manager, energy consumption typically represents over 70% of a compressor's life cycle cost.

"In addition to South Africa's protracted energy crisis which is debilitating mining and industry through interrupted production, escalating energy costs is inevitable. Alternative energy sources like solar and wind power are very expensive and not always practical."

Ackerman says forward-thinking industries that are already now committed to finding effective and sustainable ways to conserve energy will reap cost saving benefits over the short- and medium-terms, which will increase exponentially



Atlas Copco Compressor Technique VSD technology delivers in significant savings and sustainable productivity solutions.

over the long-term. Compressed air installations present massive energy saving opportunities for end-users.

"Through analysing, optimising and monitoring a compressed air network, we are able to minimise losses and maximise operational efficiency for the end-user."

While there are a number of areas in a compressed air installation where wastage can occur, optimum air flow is one area in particular that can deliver significant energy savings.

"This is where our VSD technology comes into its own. With energy savings of up to 35%, a GA VSD compressor is an investment in sustainable plant operation," he continues.

Pioneered by Atlas Copco in 1994, the VSD compressor matches air supply to air demand in

processes where air demand profiles fluctuate.

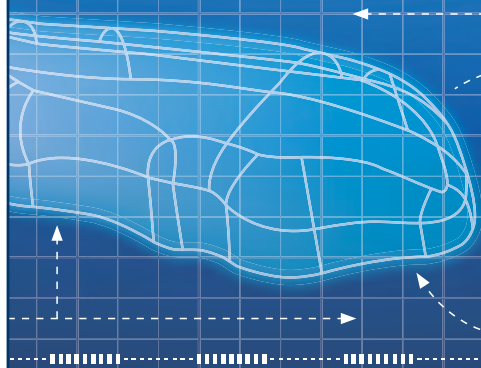
By varying the speed drive of the drive motor, the compressor follows fluctuation in production demand; as air demand declines or is reduced, the GA VSD lowers the delivered flow and consequently the power consumption. Motor speed regulation is the most efficient compressor control method where air demand varies, because the inefficient transition period between full and no load is eliminated that avoids excessive off-load power consumption. Maintaining the net pressure band within 0.10 bar (15 psi.) greatly reduces the overall average working pressure and energy costs. In addition to end-user benefits, VSD technology also conserves natural resources. The extensive Atlas Copco's oil-injected rotary screw GA VSD compressor range available from 5.5kW up to 160kW, ensures there is a unit perfectly suited to meet any compressed air requirement.

Other elements fundamental to maximising a compressor network's efficiency such as eliminating leakages in the air delivery system and optimising oil injection, temperature and air quality, highlight the importance of regular expert service and maintenance. Atlas Copco Compressor Technique's service division is dedicated to the delivery of total customer care at all levels of service interaction, from remote monitoring and optimisation to standardised genuine OE parts and tailor-made service plans.

"As a performance partner with a customer-centric approach, we establish long-term relationships and deliver complete air technology solutions that deliver the benefits of lowest total equipment and operational costs to our customers," concludes Ackerman.

## Revolutionary Portioner

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Sustainable Productivity



# Harvesttime skip factor

"WE have recently seen an uptake of interest in our products that support agricultural type business," says John Valentine, Director at Real Telematics. "It started with farmers and their affiliated industry taking our Real FMX forklift management system, and then asking if it could be adapted to tractors, skid-steers and other farm machinery. We found that not only is Real FMX adaptable, but it's also very effective and a lot cheaper than traditional systems associated with those machines types. Primarily because Real FMX is already modular, we did not have to do any

costly developments because it already had these features in play," says Valentine.

"In simple terms, the farmer chooses the features he wants and that's all he pays for. However there's nothing to stop him upgrading with other features later on using our plug and play system. He can go from a standalone unit with only mechanical protection to the full scale product that gives reporting, alerts, mechanical, electrical and other protection as well as data analytics and mapping."

There's a lot of misinformation that circulates about GPS and how to use it, often re-

peated by sales people trying to make quick commission and walk away. Unfortunately this means that the customer often ends up with a product he did not ask for and that does not do what he needs," says Valentine. "We prefer a different approach. Rather than

although GPS is a very effective outdoor management tool, it is not always as effective indoors and can cause inaccurate reporting depending on the nature of the device. This is why we question our customers thoroughly on their needs before making recommenda-

find GPS very useful," comments Valentine.

"Based on a recent conversation with an Agricultural Engineer, we took the traditional mapping offered by GPS and created a visual tool that displays spraying and harvesting routes. The customer had said that he had a few orchards where it appeared there were always one or two rows, always in the same place, where the harvest was poorer and the condition of the trees not as healthy. On investigation it appears that this was possibly caused by break time scheduling, i.e. when it was time for lunch, the driver would take the tractor to the canteen,

kitchen etc, have his lunch and then drive back. But he would not necessarily start where he finished last. Because his timing was similar every time he did this, invariably the same few rows were impacted. The same occurred when reversing the schedule and starting at the opposite end. Again a few rows would be impacted, but at the other end. So by displaying the routing taken in a map format, it was very easy for the farmer to determine where such rows had been missed and schedule the driver to attend to those in particular," says Valentine.

"We also found that farmers really like the

fact they can see their forklift and tractor operation in a single view, and that engine protection (oil and water monitoring) as well as other features could be applied to their tractors as well as their forklifts. This protects the machines from damage, but also ensures that the drivers do the checks as they are supposed to. Often this machinery is worth 100s of thousands of rands and we hand them over to drivers who have very little or no training and then wonder why there are issues. With Real FMX, there are a few less problems at harvest time to have sleepless nights over."

There's a lot of misinformation that circulates about GPS and how to use it.

fit and forget, we want an ongoing relationship with our customers and would rather recommend products that fit the application best, versus what is easiest to sell. For instance,

tions. Particularly with forklifts, the vast majority of use takes place indoors thus reducing the effectiveness of using GPS, but forklifts and Tractors operating outdoors, for instance

## Vanguard makes short work of automotive press contracts

AS the global commodity slump continues and the Rand's value comes under pressure, locally based international heavy-lift, specialised transport and plant installation company Vanguard is helping grow one of the country's economic shining lights: the automotive sector.

Set to attract a record R7.5bn in capital expenditure this year, automobile manufacture in SA directly creates over 30,000 jobs but generates another 70,000 jobs in automotive components – a sub-sector of some 360 companies.

The efficiency and growth of automotive component manufacturing has been prioritised by government's Automotive Production and Development Programme (APDP) which aims to raise the volume of cars manufactured in South Africa to 1.2 million per year by 2020 and to boost local content.

Among the valuable services provided by component makers is the pressing of metal automotive parts for original equipment manufacturers both locally and abroad. Vanguard have recently undertaken a slew of projects for the transport, engineered

rigging and installation of these heavy hydraulic presses; the firm's expertise and capacity has saved clients the expense of structural modifications to their factories and costly losses in production time.

In four press-related contracts over just the past few months, Vanguard has provided engineered project solutions to overcome severe space constraints to place and install components weighing up to 120tons.

in press halls due to the comparatively small footprint area that presses occupy, coupled with the designed production layout of the presses aimed at optimising their workflow. Adding to the challenge, clients are understandably reluctant to make any major structural changes to accommodate the installation of the presses, so the working tolerances for the installation are very small."

In executing these

the components," said Cumings. Depending on the space and layout that we are constrained to, the delivery of the press components is delivered under the lift systems, either by means of rigging, pick and carry cranes or compact self-propelled trailer configurations.

"Due to the layout and space constraints we are often unable to deliver the components in the correct orientation or correctly lined up. To overcome this as efficiently as possible, we have engineered a rotating lifting beam that allows us to lift and turn the load in one set-up; it can also slide on the top end of the header beams, allowing us the flexibility of moving the loads both longitudinally and transversely – an efficient innovation that saves considerable time."

He said two types of presses were installed in these contracts, each with very different press hall layouts. The mono block presses come as a single component and are transported horizontally; they are offloaded, stood upright and installed in one operation.

"Because they came in one piece, they were the heaviest components in these contracts, weighing in at



Because they came in one piece, the presses were the heaviest components.

120tons per press," he said. "The other presses were split and generally comprised five major components that need to be built in a specific sequence. It was therefore critical that the components were delivered in the correct order to ensure minimal handling."

The assembly of these split presses always starts with the base of the press and ends with the crown, usually the heaviest part of the press, he noted. In these contracts, the crowns weighed between 75 and 98tons.

"While we have lifted crowns in the past of up to 240tons, the challenge recently was the limited head-room between the top of the crowns and the roof trusses," said Cumings. "In one case, the roof trusses on either side of the press were even lower than the top of the crown in its final position, which required expert planning and execution."

He said that, with the company's substantial and diverse asset base of equipment, Vanguard had the capacity to carry out three of these press contracts at

the same time. Each of the four contracts also required a different type, capacity and configuration of hydraulic lift system, varying between two-post, four-post and six-post configurations.

In addition to the port works, transport and engineered lifting, Vanguard has employed its extensive engineering capability to handle both the electrical and mechanical aspects of each installation, taking the presses to 'cold commissioning' stage before handing over to the respective clients.

Set to attract a record R7.5bn in capital expenditure this year, automobile manufacture in SA directly creates over 30,000 jobs.

"Our contracts for these press installations have generally begun with the loading and transportation of all components from port to site, but our engineering expertise and specialised equipment really came into its own at the installation end of these projects," said Vanguard director Roland Cumings.

"Space is usually highly constrained

press installations Vanguard employed a combination of specialised equipment including self-propelled modular trailers, hydraulic lift systems of various configurations, and a long list of purpose-built lifting accessories.

"Our hydraulic lift systems are placed into position spanning both the final position of the press and the delivery channel, ready for



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# 20 years of concrete cutting

CAPE Town-based concrete cutting, coring and drilling company Concrete Worm has successfully completed a number of high-profile projects by making use of Diamond Products' range of solutions to achieve optimal results.

Concrete Worm successfully completed its highly-complex scope of work in extending the entrance at Simonstown Stillwater Harbour by 11m in 2012, by cutting away sections of large concrete walls – known as caissons – using 135m

of Diamond Products Orange razor wire.

The 11mm closed loop wire contains 40 diamond beads per metre, and is rotated at 28m/sec by a 37kW 380V machine. A 360° swivelling head allows for horizontal and vertical cutting through thick concrete structures with the wire. Concrete Worm MD Peter Fink notes that the wire exceeded all expectations.

"The razor wire proved to be far more efficient than we had anticipated, which enabled us to cut at an average rate of

3,3m<sup>2</sup>/hr, as opposed to the industry-standard of approximately 2m<sup>2</sup>/hr."

Fink notes that the company recently completed another project in East London using the same diamond wire supplied by Diamond Products, in order to cut a 39m-high concrete tower building. What's more, Concrete Worm is currently involved in a project that aims to convert an historic, but uninhabitable building into a museum and shopping centre in Cape Town.

Fink indicates that the company is using the wall saw 800mm blades by Diamond Products.

"The building is not suitable for people to

occupy, due to the lack of ventilation. As a result, we are cutting the inside walls to allow for windows and doors to be fitted. The work includes drilling 500 holes in the walls and 1,500m of saw cutting. We started in early-2014 and expect to finish in late-2016."

Concrete Worm was established in 1996, and today employs 25 staff members who specialise in all diamond cutting applications for large-scale projects nationwide. Fink adds that the company has relied on the Diamond Products range since its inception.

"Concrete cutting is a highly-specialised field that requires advanced

and sophisticated equipment. Over the years, Diamond Products has supplied us with core barrels, diamond wire, and saw blades that assist us in successfully completing our projects to the highest standards of quality," he says.

Diamond Products director Darryl Gray notes that the company prides itself on its value-added after-sales service offering. "Diamond Products is the only company in the local industry that offers free customer training as part of its after-sales service, thereby providing our customers with a comprehensive solutions package to meet all requirements."

## Greening up hospital grounds with permeable pavers

SINCE June this year, residents of Strand and Somerset West will have access to wide selection of health services, following the opening of a new private hospital in the region. The R400m, 100-bed Busamed Paardevlei Private Hospital in Strand is the first of four hospitals to open in the country.

Launched by the black-owned Busamed hospital group, it boasts state-of-the-art medical wards, including maternity and neonatal wards, high care, and an intensive care unit (ICU) among its specialist units. Says Dr Diliza Mji, whose company Goldenwood has a 60% stake in the Busamed, "Even though there is a presence of some private hospitals in the area, these didn't cater for everyone."

"Patients who needed vascular surgery, rheumatology and orthopaedic oncology services, for instance,



had to venture out of Somerset and Strand and travel to areas such as Stellenbosch or Cape Town if they wanted access to these services."

"The new hospital is now bringing services to the people ... right on their doorstep."

To accommodate patients and staff on arrival, the parking area on hospital grounds needed structurally functional and aesthetically pleasing hard landscaped surfaces for parking, roads and various pedestrian areas. Based on a Council directive that the parking on Beach road edges

should be soft and green, this included creating parking areas paved with permeable pavers that would allow groundwater to return to the aquifer in the area.

Both Jon Whiting, paving contractor and Tanya de Villiers, CNdV Africa, approved a locally designed hard lawn paver. Says Whiting, "We chose the Terracrete interlocking grass paver, designed by Terraforce and manufactured by Cape Retaining Systems, because of its unique aesthetics and ability to return storm water to the ground via its permeable characteristics and sand substrate. In total, we installed 1,700m<sup>2</sup> of Terracrete blocks."

Richard Hartsuiker, of Vula Environmental Services, describes the final planting process of the pavers: "All the blocks were brush filled with a topsoil and organic fertilizer mix of a high compost fraction (40/60.) The soil was then lightly compacted and watered, and finally seeded with 40g/m<sup>2</sup> of warm season grass (Cynodon dactylon.) Once the grass started germinating after five to ten days, the parking lots were transformed into attractive green zones along the length of the hospitals exterior grounds."

De Villiers is also very pleased with the resulting appearance of the grassed Terracrete pavers, "I think they worked out rather well!"

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## The rands and cents of smart storage

SOUTH African brick-and block-making machinery since 1988, Hydraform has proven its mettle in a unique South African project. This time, the Hydraform Building System is being put to use to build much-needed storage space just north of Johannesburg.

Local businessman, Gavin Stanton of Stanton Properties, who owns a parcel of land near Lonehill, found a niche in the market for storage space in the affluent northern suburbs of Johannesburg. With its high land prices, the area has a severe shortage of space

for this purpose, so he married circumstance with opportunity and set out to start his own storage business.

However, the costs associated with building the sheer volume of storage units he had envisioned were prohibitively high and at first glance, made the project less than feasible.

“The cost of transporting raw materials or even bulk purchases always impacted on the viability of the project,” says Stanton. But he soon came upon a solution that could help make the project a reality.

Stanton invested in a single Hydraform block-making machine and a few bags of cement. He used this with the soil and water from his own building site to manufacture his own dry-stacking interlocking blocks and the project was soon well under way.

“We looked at several options for sourcing material and equipment to reduce the costs, but the Hydraform system made total sense,” remarks Stanton, who continues, “It gives economy of scale by using the soil on my own property and also gives me

full control over the quality of the bricks I manufacture. The system negates excessive transport costs, can be used by unskilled labourers and the speed of construction using dry-stacking blocks is truly impressive, not to

Continued on P26



The system negates excessive transport costs.

## Don't move out, move up



MONTAGUE Garden's-based SMF Designs specialises in the design, manufacture and installation of structural mezzanine floors, thus successfully creating space across the Western Cape for the past 15 years.

SMF Designs cut its teeth designing and installing industrial solutions, and will install floors in factories over existing work areas with minimal disruption to the productivity in these areas. Typically, a 500m<sup>2</sup> structural mezzanine floor with a staircase and hand rails will take a week to install, with a small reliable team.

“We can safely operate steel cutting and welding equipment in close proximity to high value customers stock or work in progress without any risk or damage,” says Director, Toni van Vuuren.

SMF Designs has no limit to height, size or weight and is “ready for any new challenges.” However, safety is of paramount importance to the company, hence its strict adherence to HSSE regulations.

“Our floors are designed for specific load carrying capacities according to customers' specifications and all designs and completed floors are inspected and signed off by a registered structural engineer,” continues van Vuuren.

The company has an impressive client

list that includes the Astronomical Observatory in Southerland, Penny Pinchers in Hermanus, KaapAgri in Ceres, UnivegPiketko in Piketberg, University of Cape Town in Rondebosch, Harley Davidson in Cape Town, Imperial Cargo

in Paarl, Felix Unite in Diep River, Shoprite in Philippi, Pratley in Maitland, Crossfit in Tokai and Saltriver and Eagle Lighting in Lakeside, Bellville and Maitland.

The company has expanded its offerings across borders and manufactures its floors in kit form for installation in Africa. It has recently shipped floors to St Helena Island as well as the Democratic Republic of Congo.

“Although industrial floors are where we started and grew from, we have also branched out to architectural interior and exterior steel and timber decks, balconies and pergolas,” concludes van Vuuren.

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# Uniforms are non-negotiable for security

WITH security becoming even more of an imperative in South Africa, what role do uniforms really play? Interestingly, everyone who participated in the annual Sparks & Ellis uniform survey agrees that security officers should wear uniforms. The survey set out to establish industry opinions on the impact of guarding uniforms on employee professionalism.

The majority of the SA Security Association members who responded to the 2015 Sparks & Ellis Uniform Survey say that even more respondents than last year believe that uniforms are critical and that 'plain clothed' security is not an option currently.

Other findings reveal that despite everyone wanting a uniform, most believed that more attention (92%)



and budget should be allocated to uniforms, that they should take seasonal changes into consideration and that uniforms should be issued on an annual basis.

Sparks & Ellis' Sue de Wet says these findings are invaluable. "We can help our clients plan more effectively. Last year, many of the survey respon-

dents were concerned about the cleanliness and smell of uniforms, and this year 60% of respondents feel that uniforms should be easy to maintain and keep clean. We made some improvements in response to the survey findings and this is showing in this year's results."

As might be expected, most respondents

said that uniforms provide a significant financial saving for employees who do not have to purchase their own clothing for work. They also agree that the uniform instils a sense of pride in the wearer and that, in turn, uniforms are a reflection of the level of service provided by the company. Most respondents felt more attention and budget should be placed on uniforms (92%) and that this will in turn contribute to the promotion of a company's image.

Nearly 90% of respondents say durability is critical. While the technology is available – and at a price, of course – more respondents were satisfied with specifications as long as the uniforms are worn with pride. de Wet adds, "It's fairly typical that some of the findings almost contradict themselves. Everyone wants a better and improved product but often that is not reflected in their budgets."

Over three-quarters of the survey sample believe that there should be more differentiation in uniform style and colours in order that the uniform is more distinct from others. However, de Wet says the situation in the market often does not reflect this attitude.

"In the security industry we often see alarming levels of inconsistency. Uniformed organisations should have a few standard uniforms with consistent colours and branding. If companies buy different items of uniforms from different suppliers this adds to the "smartie box appearance." As much as a uniform instils a sense of pride, it should also bring a sense of unity and belonging so that everyone is seen as members of one team. In our next survey, we will explore this further and find out how security companies feel about their image being portrayed in an inconsistent way."

## SKF condition monitoring sensor suitable for HAZ environments

ACCORDING to the company, the quality, versatile SKF Wireless Machine Condition Sensor provides seamless condition monitoring for large plants, hard-to-reach locations and hazardous environments.

The SKF Wireless Machine Condition Sensors communicate with each other via a wireless gateway to create a mesh network. This type of network and communication protocol is ideal for providing dynamic vibration and temperature data for condition monitoring and machinery diagnostic applications for rotating machinery throughout large plants including in hard-to-reach locations or in areas where traditional WiFi communications do not work.

"Using the WirelessHart communication protocol, the Wireless Machine Condition Sensor offers monitoring capabilities that may be impossible with wired systems or handheld devices that can ultimately lead to reduced condition monitoring costs as well as to a safer approach to machine monitoring," claims the company.

Communication capabilities include relaying data from one node to another, relaying data back to the gateway, and receiving automated commands from the Wireless



SKF Wireless Machine Condition Sensor.

Sensor Device Manager software. This software initiates the measurement and processing circuits to take data and transmit it back over the network. If a node is unable to receive signals directly from the WirelessHART gateway, it will instead send and receive its data through a nearby node that can pass the data to and from the gateway – ultimately creating the mesh network.

Once data is collected, the WirelessHART gateway communicates with the Wireless Sensor Device Manager software supplied by SKF. Device Manager then automatically exports the data into SKF @ptitude Analyst where a plant engineer can analyse the data and determine a course of action. The Wireless Machine Condition Sensor has been developed to be fully compatible with the

established SKF @ptitude Analyst software suite, a comprehensive diagnostic and analytic software package.

ATEX Zone 0 certification makes the product ideally suited for use in hazardous environments typically found in for example, petrochemical, oil and gas and pharmaceutical plants.

The unit combines both a sensor and router node into one compact and battery-operated unit the size of a typical industrial accelerometer. The sensor operates in a low power consumption mode, allowing the battery to last for years in the field.

SKF's Wireless Machine Condition Sensor offers users a number of important benefits including an improved maintenance program, reduced maintenance and installation costs, enhanced employee and machine safety.

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## The rands and cents of smart storage

Continued from P25

mention the low cost."

The first storage building, containing 57 individual storage units, was completed after only 18 months, a timeframe which included training unskilled labour to use the Hydraform equipment and also establishing a 'brickyard' in close proximity for curing the blocks. Once the project is complete, the storage complex will include four double-storey

buildings, each measuring in at 16 by 36 metres, and will be roofed with a water-proofed concrete slab for extra security. Solar panels will cap all four of the buildings, which will help mitigate up to 17.5 kW hours of electricity against the building's total energy usage.

A boundary wall and guardhouse as well as control room for a cellular phone base tower, which is also part of

the site, will all soon be completed using Hydraform technology for a consistent look and feel.

"At the current speed of construction, I expect the remaining three units will be completed in about two years. After that, the equipment will be put to further good use on a few other projects I have in mind that could do with the Hydraform touch," he concludes.

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# South African projects company completes Malawi pump station refurbishment

APE Pumps has completed a major portion of the EUR16m upgrade project being financed by the World and European Investment Banks to rehabilitate pipelines and pump stations supplying water from the Shire River to Blantyre, Malawi.

The work comprised two separate contracts awarded by the Blantyre Water Board, together valued at some R200m and managed as turnkey projects shared between the company's Johannesburg works and the Kolkata factory of holding company Worthington Pumps India.

APE Pumps controlled all phases of both projects from tender, through design and manufacture, to installation and commissioning.

The official hand-over ceremony to the Blantyre Water Board is scheduled for the end of October.

The first and larger of the two contracts, to upgrade the Chileka pump station, was awarded in April 2013. It was followed in October by a contract to complete the upgrade of raw water and high-lift pumping stations at Walker's Ferry, begun by a foreign company that defaulted soon after delivering components and equipment to site.

At Walker's Ferry, located some 40km northwest of Blantyre on the Shire River, water is pumped through a water treatment plant via two pipelines to a high-lift pump station that transfers it 26km to the Chileka pump station, which in turn boosts the water flow all the way to storage tanks in Blantyre.

The refurbished raw water pumping station at Walker's Ferry comprises six pump units each extracting water from the Shire River at a rate of 1,350m<sup>3</sup>/h and head of 35m. After transfer to the purification plant, two further pump stations each housing three pumps in parallel and one on standby, transfer the water at between 800m<sup>3</sup>/h and 900m<sup>3</sup>/h to 550m head to Chileka Pump Station.

To complete the work at Walker's Ferry, which required the rehabilitation of all aspects of the existing water intake works and high-lift pump station, APE Pumps established an on-site workshop and made as much use as possible of contract components already delivered to site by the defaulting contractor, modifying and remanufacturing these where necessary.

APE Pumps itself manufactured the raw-water and high-lift pumps' motor controls and various valves and

actuators, along with all pipework and manifolds.

All non-functioning valves and associated actuators, fittings, couplings and pipes were either replaced or repaired, together with all pump sets and related electrical equipment, instrumenta-

tion, suction and delivery pipe work and fittings.

New high voltage devices including the power feeder, transformer, main distribution boards and all cable connection and control cabinets were also installed after manufacture by Worthington

Pumps India.

At Chileka, 26km away, the upgrade work making up the larger of APE's two contracts comprised the manufacture, installation and commissioning of eight multi-stage pumps with electric motors, all motor

controls and associated valves, and civil work that included demolishing and re-building all concrete plinths and bases in the existing pump house.

Pipelines were inspected for leakage, and

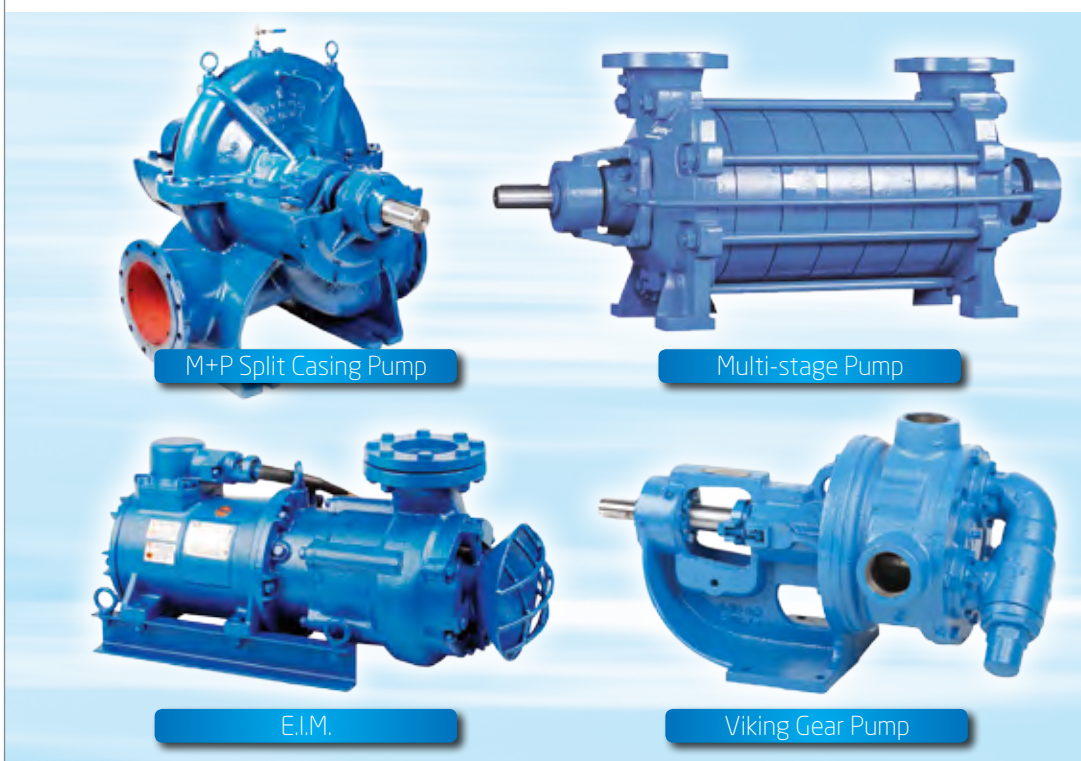
**Continued on P34**



An 11kVA incomer from Eskom at Chileka pump station.

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# Oil and gas firms must embrace localisation to enhance triple bottom line in Africa

MULTINATIONAL oil and gas companies must embrace the concept of localisation to lower their supply chain costs, boost local skills development, reduce risk and enhance their reputations with governments and local communities in the countries in which they operate, says Deloitte.

The global audit and consulting firm defines localisation as the process of capacity building through investment in human capital, development of in-country supply chains and the forging of partnerships with local companies and organisations. This sets it apart from the narrow focus on compliance with local content regulations, which typically results in companies doing the bare minimum to meet specified targets for local labour, mate-

rials and services.

"The old paradigm for multinational firms, particularly those involved in the resource sector, was to simply do the bare minimum to comply with local legislation in order to obtain an operating licence," says Jason McPherson, Deloitte Resources Manager. "However, it is becoming increasingly apparent that firms also need a socio-economic licence to operate in many countries. Without the goodwill of local communities and their governments, multinational firms simply cannot be certain of the long-term sustainability of their investments."

Africa has become a significant player in the oil and gas industry over the last ten years with research showing that the continent's contribution to global crude pro-

duction has trended between 9.4% and 12.1% over the last five years with an increase of 2.1 million b/d from 2013 to 2014. Similarly, Africa's share of global gas production has been between 6% and 7% over the same period with a slight decrease of 0.1 Triton cubic feet (Tcf) year on year to 2014.

The most significant growth in oil and gas investment on the continent has occurred in East Africa with discoveries in Kenya, Uganda, Ethiopia, Madagascar, Mozambique and Tanzania. South Africa has also been identified as a country with significant shale gas potential.

International firms can use localisation as a key enabler to add value to their operations in these countries, which is particularly important given



that legislation is becoming more stringent in Africa nations. Instead of parachuting in expatriates who typically require very expensive salaries, firms can reduce costs by focusing on local skills development. Similarly, the development of local suppliers and enterprises reduces the burden of having to import most of your inputs, typically at great cost.

Deloitte has devel-

oped a three-phase methodology that enables companies to ensure that their localisation models are tailored to fit into the overall development strategies of their host countries. This end-to-end localisation approach, which must be implemented from exploration through to decommissioning of the typical oil and gas plant, ensures that a company's investment creates sustainable economic benefits for its host country, thereby boosting a particular project's long-term viability.

**Phase 1** is typified by developing the host country's local manufacturing/servicing capabilities on the back of the forecasted capital and operational expenditure of a particular project.

**Phase 2** involves the strengthening of local manufacturing by utilising existing industri-

al opportunities in the host country. It is essential that companies engage the necessary authorities and education institutions for direction and support during this phase.

**Phase 3** ranges from using local skills and inputs to design a plant right through to capacity building via investment in research facilities and development hubs to ensure that the necessary resources needed to operate a plant are identified and developed.

"Localisation is not simply a corporate social responsibility or public relations exercise," says McPherson. "There are clear business imperatives to investing in local capacity development as it enhances a project's long-term sustainability both in terms of lowering the cost and length of your supply chain, as well as nurturing long-

term relations with key stakeholders."

Deloitte says that international oil and gas companies must broaden their development goals to include both their own suppliers as well as non-essential enterprises providing goods and services in the broader economy, whether they are related to logistics, catering, engineering or other sectors. African governments also have a crucial role to play by bringing their local content and localisation policies in line with international standards through legislated compliance requirements for exploration and production licences supported by structured incentive plans aimed at ensuring full industry participation of multinational oil and gas firms.

"One cannot simply get away with doing the bare minimum anymore if you want to ensure long-term sustainability of your investment," says McPherson.

"One needs to view localisation not as a burden but as a positive spin-off of local content regulation which can create a sustainable advantage for companies looking to enhance their triple bottom lines in key markets."

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## Marine Data Solutions showcases maritime technologies at African Ports Evolution 2015

MARINE Data Solutions (MDSol) is a Cape Town-based, 'proudly African' company specialising in world-leading maritime surveillance technologies, services and solutions. Founded in 2004, the company has the largest installed base of Marine Domain Awareness (MDA) technologies on the African continent, and is excited at the opportunity to showcase its technology capabilities at this year's African Ports Evolution (APE) in Durban.

Under the dynamic, entrepreneurial leadership of Steve Nell, MD-Sol has built up a strong customer base among South African and African maritime authorities and related industries. This dynamic, 'young-at-heart' organisation has seen consistent growth since its inception, and a number of acquisitions have served to augment its customer offering and value proposition.

"Our vision at MDSol is to provide an increasingly holistic solution to our customers, ensuring that our service offering meets the requirements of our customers in the long term. We have made it company practice to listen carefully to our customers and find new ways of adding value," says Nell, Managing Director of MDSol.

The company has just made its most recent acquisition in October 2015, acquiring a majority shareholding in Marine Radio Acoustic Devices (MRAD), a well-established provider of world class on-board electronic equipment for the maritime and fisheries industries. Leveraging the key synergies between the two companies, MDSol and MRAD have worked together on a number of projects over the past couple of years.

"This acquisition has been in the pipeline for more than two years, and is an exciting step forward for both companies," says Eddy Elschoot, General Manager of MRAD. "We have established an extremely good relationship with MDSol and are looking forward to combining our respective fields of expertise to bring our mutual customer base greater levels of service, technology and product support."

Nell adds, "As specialists in shore-based marine technologies, we are very pleased to be joining forces with such a well-established provider of on-board systems. It means that we will be able to offer a wider-ranging maritime technology solution to our mutual customers; and our shared approach to service - and a firm commitment to

excellence - forms a strong foundation for the future growth of both companies."

MDSol has a strong presence in the maritime sector, with over 65 installations both in South Africa and along the African coastline. Its range of globally-proven technology solutions includes Vessel Traffic

Management and Information Systems (VT-MIS,) ports and coastal surveillance systems, Automatic Identification Systems (AIS,) Aids to Navigation (ATON,) among others.

"MDSol is committed to building integrated technology platforms to create an increasingly accurate picture of the ma-

rine domain. It is about gathering customer-specific and relevant intelligence, with the overarching vision of creating new levels of safety and efficiency in the maritime sector. African Ports Evolution 2015 is an invaluable forum to share our vision with likeminded individuals and organisations," Nell concludes.



From left to right: Steve Nell, Managing Director Marine Data Solutions (MDSOL) and Marine Radio Acoustic Devices (MRAD) with Eddy Elschoot, General Manager Marine Radio Acoustic Devices (MRAD).



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# Reliable gas operations



The RMG 5020 gas pressure regulator from Energas.

THE natural gas market, locally and abroad, shows an ever-increasing demand for operational excellence. Energas Technologies, supplier of high-end and specialised equipment to the oil and gas industries in southern Africa since 2001, has answered this need in the local context with

the RMG 5020 Gas Pressure Regulator from Honeywell.

In today's natural gas industry, it is imperative for pilot-operated gas regulators to provide reliable performance in applications ranging from gas distribution systems to gas-fired power plants and processing facilities,

as well as commercial and industrial gas services. As an innovative company geared to adapt its offering to clients, Energas Technologies carries Honeywell's RMG 5020 Gas Pressure Regulator as a solution for gas pressure reduction in municipal distribution, gas transmission as well as industrial plant applications.

"The RMG 5020 also features state-of-the-art external pilot operation for accurate and safe control of outlet pressure and represents the benchmark for dependable performance in this sector," comments Laetitia Botha, Product Engineer for Energas Technologies.

According to the company, the RMG 5020 Gas Pressure Regulator from Honeywell offers highly precise and reliable pressure reductions for a host of operations in the gas sector.

"The RMG 5020 improves on existing technologies with its precision grid plate design, versatile flow options and wide operational pressure range. The regulator also boasts easy in-line service and maintenance capability," notes Botha, continuing, "With this technology designed simply for longevity, users can enjoy a range of benefits, including: a small number of moving parts; high sensitivity and accuracy; precise control of set outlet pressure; ability

to handle flow variation; low maintenance requirements; and low differential pressure requirements."

In the process of fuel gas and commercial or industrial service applications, the RMG 5020 is very useful in maintaining a precise reduced outlet pressure, whilst ensuring the necessary flow to answer to demand downstream.

"This is a tough, reliable piece of equipment that delivers smooth operation, tight shut-off, and has a long life. Its ruggedness really contributes to overall efficiency and the bottom line with a reduction in the total cost of ownership, excellent working efficiency, its ability to meet individual operational requirements and improve reliability under all conditions," remarks Botha, adding, "These advantages are underpinned by three important aspects, namely low cost, improved uptime and reduced risk."

In terms of keeping costs to a minimum, the RMG 5020 is made to drive down maintenance and repair costs at gas facilities. It is specifically configured for convenient in-line service, keeping long-term ownership costs at a low. The RMG 5020's design means that failures are very rare and routine instrument repairs are easy to perform when necessary, making unexpected shutdowns or opera-

tional interruptions on site due to device malfunctions a thing of the past. Through Energas Technologies, Honeywell experts and certified technicians work alongside customers on all facets of product and application planning for gas pressure installations, assisting with start-up, commissioning, on-site technical support and dependable spare part assistance.

The Honeywell RMG 5020 carries features that make it a staple in Energas Technologies' gas regulation offering. It has excellent regulating accuracy, even at low flow and during start-up phase, its precise slotted grid plate design minimises noise emissions and is also available with reduced flow options. The convenient top-entry configuration reduces maintenance requirements and the regulator is compact, which makes for convenient space saving. The pilot/filter is completely pre-mounted, making installation easy and the reduced number of internal parts ensures quiet operation.

Notes Botha, "With its optimised flow characteristics, the regulator boasts up to 38% higher capacity in comparison to the best alternative technology on the market. This feature allows for downsizing of the regulator and low differential pressure equipment. The regulator is also less affected by extreme operational temperatures as compared to competitor products and the integral pilot provides reliability under all conditions; for inlet pressure up to 100 bar and for outlet pressure up to 40 bar. Overall, the high stability and functionality of the regulator mean less downtime, more efficient operation and operational cost saving."

"As leading suppliers in service of the oil and gas industries in Southern Africa, it is Energas Technologies' mandate to deliver only best-in-class products to our clients operating in this competitive industry. For this reason, we go to great lengths to ensure that the products we supply to market are of the best quality and underpinned by top-notch professional support. With the Honeywell RMG 5020, we have the best of both worlds and are delighted to pass this reliable package on to the Southern African gas sector," Botha concludes.

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## Offshore oil and gas safety training

ESTABLISHED in 2002, Project Maritime Training provides a cost-effective maritime training facility on the West Coast of South Africa for the African fishing and merchant marine industry. It prides itself on its world class facilities and state of the art equipment, and focuses unwaveringly on its delegates.

"We are the largest privately-owned and managed maritime and offshore training facility within sub-Saharan Africa," says Yvonne Wright, Managing Director. "We pride ourselves on being a client-based training provider, and not just a training centre, offering tailored schedules and services to our clients."

Project Maritime Training identified a need in the market in 2009 and introduced Survival Offshore Training (SOT) an affiliated training program. SOT provides a number of courses including the following OPITO courses:

- BOSIET (Basic Offshore Safety Induction Emergency Training)
- FOET (Further Offshore Emergency Training)
- HUET (Helicopter Under Water Egress Training)

The Project Maritime Training team are also developing course that speak directly to the needs of the offshore oil and gas sector. These include:

- H2S Induction
- Travel Safely by Boat
- Ca- EBS
- MIST

The company is registered with the following institutes/organizations:

- South African Maritime Safety Authority.
- Chief Inspector in terms of General Safety Regulations 2(4)(d) of the Occupational Health and Safety Act No 85,1993.
- Department of Labour, chief inspector registration no CI - 046 approved courses.
- TETA (Transport Education Training Authority) accreditation.
- South African Maritime Safety Authority STCW approved courses.
- First Aid Levels I to V.
- Department of Education.

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- Security
- Ship supply services
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- Transport
- Transportation of personnel to and from vessels
- Vendor management
- Visa requirements
- Warehousing

## Oil and gas sector gains more support

SOUTH Africa is still a relative new-comer in terms of discovering oil and gas, and as such, the local industry relies heavily on the expertise and skills of international companies with local interest such as GAC. The company boasts a rich vein of experience and expertise in supporting oil and gas related projects with an integrated package of shipping, logistics and marine services.

"As well as port agency husbandry and other shipping matters, we also take care of cargo movements on and off the vessels calling at South African ports, as well as warehousing, crane requirements, transport, and regular shipments by sea, air and trucks up both the West and East coasts," says Erland Ebbersten, GAC Group Vice President for Africa, Russia and Central Asia in a recent interview with Cape Business News.

These services have been well received by the local industry. GAC has attended to several



oil and gas projects this year and are currently tendering on various South African projects for 2016. GAC has just completed a major project in Cape Town, as well as some smaller projects for the remainder of the year with vessels/rigs passing by as well as the on-going movement of cargo up and the African coasts.

"We have attended to a number of rigs passing South Africa and have attended to numerous repair projects in port and dry-dock where we are primarily involved in the provision of services for rigs or vessels that come into ports for refurbishment and maintenance," continues Ebbersten.

ing to assist and attract oil and gas operators. One example of this is a case where Saldanha Bay forewent their usual Port Dues tariff at anchorage for a much more affordable monthly lump sum rate for rigs looking to warm stack," Ebbersten says.

However, there is still a lot of work to do in the sector to ensure that country optimises on the opportunities presented by the industry.

"On the down side, ship repairs and associated facilities are a cause for concern. The facilities available in South Africa are simply not up to scratch, leading to a lot of work being lost to neighbouring ports such as Walvis Bay in Namibia," concludes Ebbersten.



### Project Maritime Training

Survival Offshore Training (SOT) an affiliate of Project Maritime Training established in May 2009.

Since our inception SOT have been successfully delivering various Offshore Oil and Gas courses. A large range of these courses are STCW and STCW refresher courses.



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## TomTom partners with the house of the future #cocreate project



TOMTOM Africa is proud to announce its association with the Embassy of the Kingdom of the Netherlands and *House of the Future*.

*House of the Future* will take place from 16<sup>th</sup> – 20<sup>th</sup> November

at the Turbine Hall in Johannesburg, where key thought leaders and industry stakeholders will come together to generate solutions for shared challenges in the health, logistics, energy, agri-food and water sectors. The five-

day festival of economic and cultural events will revolve around the question: how can we #cocreateSA?

The programme includes events such as; a workshop on climate-smart agriculture, a glimpse at electronic

noses for sustainable port development, a brainstorm on ecological air transport and an interactive session on 3D training apps for surgeons.

*House of the Future* will also host high profile events on education

and entrepreneurship, including international phenomena such as 'TEDx Johannesburg' and 'Get in the Ring,' better known as the "Olympics of Start-ups." In #CocreateMyCity, South African students from University of Johannesburg and WITS will work together with students from two Netherlands Universities on challenges identified for them by the City of Johannesburg.

TomTom Africa will offer value-added support during the workshop by allowing students access to TomTom's technology with the assistance of technical support staff and mentors on site. They are also bringing their latest products for the students to use

as well as prizes for the winning team, catering, airtime and more.

The initiative of the Embassy of the Kingdom of the Netherlands, has a main objective to bring together Dutch and South African companies and help address local socio-economic issues by finding synergies and solutions that can grow business in South Africa, especially in the sectors health, water, transport, energy and agriculture.

"Our involvement stems from our global association with the Netherlands," said Etienne Louw, General Manager. "The objective is to grow the business relationship between South Africa and the Netherlands, and in

turn open doors for the youth and businesses of South Africa."

The Netherlands Prime Minister, Mark Rutte, will be a guest of honour of House of the Future during his visit to South Africa 17 and 18 November. Together with his trade delegation of over 75 companies, Rutte will explore how to #CO-CREATESA with their South African partners.

"House of the Future provides a unique opportunity to rethink what our tomorrow should look like," said Marisa Gerards, Netherlands Ambassador to South Africa. "Our ability to fundamentally challenge the status quo lies in our shared experiences, visions and ideas."



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## BMG acquires Hansen Transmissions



From left: Fritz Fourie, managing director, Hansen Transmissions, Gavin Pelsler, managing director:engineering, BMG, Charles Walters, chief executive officer, Invicta Holdings Limited, Byron Nichles, chief executive officer, BMG and Shaun Dean, chief executive officer, Hansen Industrial Transmissions.

BMG – Bearing Man Group - part of Invicta Holdings Limited, has acquired Hansen Transmissions South Africa (Pty) Ltd. (HIT-SA) from Hansen Industrial Transmissions, part of the Sumitomo Group. This strategic acquisition - effective 30 September 2015 – has been approved by the South African Competition Commission.

"HIT-SA, which assembles and distributes Sumitomo and Hansen branded

industrial gearboxes throughout Southern Africa, now forms part of BMG's electromechanical division," says Mark Barbour, BMG business unit manager. "Through this acquisition, BMG broadens its mechanical drives range and strengthens its long term partnership with Sumitomo as the exclusive distributor locally of Sumitomo speed reducers.

"With the combination of HIT SA's established position in industry and BMG's technical engineering

solutions service and extensive distribution reach, the Group is set to significantly extend its market share across Africa. Sectors for growth include oil and gas, power generation and coal mining."

BMG - with 12 specialist divisions and a national network of over 180 branches – boasts a team with advanced technical skills to support the company's commitment to optimising productivity and enhancing process plant operating reliability.

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# Market Opportunity crowned Barclays Africa Supply Chain Challenge champion



BARCLAYS Africa Group Limited (Barclays Africa) crowned Market Opportunity the Barclays Africa Supply Chain Challenge champion at a panel submission judging event held at The Bandwidth Barn Accelerator in Cape Town this month. The pan-African challenge, under the Rise in Africa umbrella, which launched in July,

invited teams of innovators to submit ideas to redefine the supply chain process and enable economic growth across Africa.

Represented by its CEO and Founder Ashley King-Bischof, Market Opportunity, from Kenya, triumphed over four other innovative finalists, by demonstrating a scalable solution to improve incomes of

smallholder farmers.

Market Opportunity incentivises regional trade by leveraging mobile technology and logistics to create trusted, transparent and efficient supply chains. The company provides a mobile platform that connects traders in urban markets to farmers with real-time supply and demand statistics, as well as market

related pricing.

The judging panel of industry experts including Erik Hersman, CEO of BRCK, Teju Ajani, regional content partnerships lead for YouTube and Ian Merrington, CEO of the Cape Innovation and Technology Initiative vigorously engaged the five finalists as they presented their concepts.

“When it came to selection process, the very high calibre of submissions provided some testing conversations for the judging panel. Today’s finalists are a great reflection of the rich vein of innovation emanating from the African continent,” says Ashley Veasey, CIO, Barclays Africa and judging panel member.

Market Opportunity will receive US\$10,000 in support of their venture. In addition the judges were also so impressed by the Nigerian entrepreneur

Job Oyebisi, representing Freshmart, that they awarded his idea a special prize of US\$5,000. The Freshmart App for Provenance will leverage the blockchain, enabling customers to track the provenance - the

chronology of the ownership - of the produce they want to purchase.

In addition to their financial support both winners will receive mentorship from a Barclays Africa executive to help them kick-start their venture.

The Barclays Africa Supply Chain Challenge, which closed in September, was the first of several initiatives being extended into Africa through Rise with the aim to spark ideas to drive the digital evolution on the continent.

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## Goscor cherry-picker lends a hand as SPAR takes the 'Guinness' cake

THE SPAR Group Ltd in Kwa-Zulu Natal created a cupcake mosaic to raise funds for children with cancer during Childhood Cancer Awareness Month and as a tribute to the Springboks for the Rugby World Cup 2015. Consisting of an astounding 33,660 cupcakes and measuring 138.56m<sup>2</sup> in size, SPAR officially set a new Guinness World Record\* on 5 September 2015 for the largest cupcake mosaic, breaking the previous 2012 Singapore record by 4,660 cupcakes.

"When SPAR approached us to assist with the supply of access equipment in order to video and photograph the assembly of the cupcake mosaic, we jumped at the opportunity to assist our customer," says Mike Spoelstra who is a technical external sales consultant at Goscor Access Rental's Durban branch. Within one week of receiving the order, Access Rental had 'specced' the best



machine for the job and delivered the Z45 articulated boom to the Geloofte High School rugby field on Friday 4 September.

A video camera was fixed to the platform of the cherry picker, which was affectionately dubbed the 'big mean machine' by SPAR personnel; the boom was hoisted approximately 15m into the air to capture the assembly if the mosaic. Passionate SPAR personnel together with family and friends worked tirelessly for approximately five hours to create the intricate mosaic pattern that featured the South African flag, the yellow cancer ribbon, the Boks emblem as well as the words "Go Bokke."

Spoelstra accompanied former Springbok full back, Andre Joubert on the man platform to view proceedings from above.

SPAR donated all proceedings raised on the sale of the cupcakes (at R10 each) to the children with cancer drive. "What started as an idea to drive the company's values and to support the Bokke, resulted, in typical SPAR way, in raising funds for Cupcakes for Kids with Cancer," says Graham O'Connor, CEO of the SPAR Group Ltd. Graham expressed his sincere gratitude to Access Rental for their assistance in breaking the world record, remarking that "none of this would have

been possible without Goscor's assistance."

SPAR, who has been a key customer for over three years, utilises a variety of rental machines from Goscor Access Rental to meet both internal and external materials handling requirements such as stock taking, maintenance, signage and various other warehouse applications at its Phoenix and Mount Edgecombe Distribution Centres.

"The Goscor Access Rental team is immensely proud to have been part of this most deserving and rewarding multi-tiered initiative and we hope that the funds raised by SPAR will go a long way to helping our children in their fight against cancer," concludes Spoelstra.

\* At the time of going to print SPAR Group (Pty) Ltd Kwa-Zulu Natal officially held the Guinness World Record for the largest cupcake mosaic (record was set in Durban, South Africa on 5 September 2015.)

## South African projects company completes Malawi pump station refurbishment

Continued from P27

existing surge protection and sacrificial cathodic protection examined and replaced where necessary. The eight pumps installed at Chileka are multi-stage units manufactured by APE's sister subsidiary Mather+Platt, each with a capacity of 750m<sup>3</sup>/h at a head of 550m. Drive on all pumps is by 1,650kW electric motors. The combined pump-motor efficiency exceeds 75%.

The majority of manufacture for the two contracts took place at the APE Pumps / Mather+Platt works at Wadeville, Johannesburg, with equipment for the electrical arm of the project being supplied by Worthington Pumps India, including five 5,000kVA transformers to lower the 11kV supply voltage down to the 3,3kV required by the motor controls.

Besides the pumps themselves, APE Pumps also supplied all other mechanical and fluid handling equipment for

the project, including valves and manifolds.

The upgrades at Walker's Ferry and Chileka are the latest in a string of turnkey projects undertaken by APE Pumps in Malawi. Completed projects include three water treatment plants at Zomba Plateau, Mangochi and Mzuzu, the extension of Chilumba fuel receiving depot, and the 4,5MW hydroelectric scheme at Wovwe North.

Peter Robinson, managing director of APE Pumps, said that a highlight of the latest projects at Chileka and Walker's Ferry had been maintaining the supply of water to Blantyre at between 2,700m<sup>3</sup>/h and 3,000m<sup>3</sup>/h throughout the sixteen-month duration of the refurbishment.

"We did this by taking off each pump and associated 3,3kV panel one at a time for refurbishment at the old station, while at the same time building the new station and repeating the process there," Robinson said.

"Probably the biggest challenge was to take over components abandoned by another company because we had to modify and re-manufacture some of these, but we were successful, all operations manuals have been completed, and we are now looking forward to the official handing-over of the commissioned stations.

"This project has taken APE Pumps further along its evolutionary path from a pure manufacturer of pumps to a projects company with complete turnkey capability. We are currently in the process of acquiring a second projects firm to take us further along this path, and we are working on our CIBD rating to help us get there," he said.

APE Pumps remains one of only a handful of South African pump companies actively seeking turnkey project work, with most competitors preferring to restrict themselves to pump supply only.

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## TomTom Africa's data access capabilities provide essential on-demand information for WhereIsMyTransport app users

by Devin De Vries, Co-Founder of WhereIsMyTransport

WhereIsMyTransport is a rapidly growing company, dedicated to improving the commuter experience in developing countries. The company aims to achieve a seamless travel experience for the public with a dynamic app that provides local travel information, alternative routes and transport modes available.

Devin de Vries, Co-founder for WhereIsMyTransport explains further, "WhereIsMyTransport aims to solve the collective transportation problem by combining all mapping, traffic and transport information streams together in one pot. From there, we then churn them up to spit out the right kind of information for the person standing on the side of the road. The end-user can now choose the best kind of transport method for them, depending on travel times or cost."

The strength of WhereIsMyTransport's business is the ability to provide detailed, live traffic information to its constituents. A large part of the app's flex-

ibility comes through TomTom Africa's Location Based Services technology. TomTom's mapping platform is unique in that it allows a company like WhereIsMyTransport to tailor their location-based app in a way that works for their company's unique IT and service platform.

This means that business is not hampered by lack of access or latency delays, and mitigates risk in terms of WhereIsMyTransport's system security. The map server sits safely in-house and does not put their users' data at risk, so there are no privacy issues. "Being able to provide details in an offline manner is a big part of our business. This is where TomTom Africa's tool as an in-house mapping system, comes into play. It gives us a deeper level of control and the capability to rapidly share information," says de Vries.

Another crucial element is that the technology allows for regular mapping data to be added as well. This aggrega-

tion of historical and live information lets WhereIsMyTransport provide the tailor-made information that meets the end-user needs.

Prior to TomTom Africa's mapping APIs and SDKs, there was little technology available to meet WhereIsMyTransport's various business needs. Now, whoever is connected to the WhereIsMyTransport app can access the data they need on a supply-and-demand platform.

WhereIsMyTransport is a key concept that South Africa's major metropolises are quickly buying into. It falls in line with the company's goal to make commuters smarter and cities more free flowing. Its success is evident with an average growth rate of 100% each year for the last six years.

De Vries adds, "Our people work in the transport business because they love it, it's not a job. Our top priority is to get people moving freely and we achieve this with a team of young, dynamic people, as well as savvy business relationships."



# Bad science banned DDT so millions die of malaria

Continued from P36

dia uproar was immediate. Inevitably, anti-business politicians saw an opportunity to blame capitalism. Big pharmaceutical companies like DuPont were pilloried. Commercial agriculture, which then used massive quantities of DDT, was targeted next. Every conceivable user and use of DDT was demonised.

The campaign ballooned. Allegations against DDT use – many of them drawn from *Silent Spring* – multiplied. DDT caused cancer. It thinned birds' eggs so they broke easily, killing the embryos. DDT was banned first in the US. It even piously prohibited its export to developing countries in Africa and South America. Country after country followed suit with few exceptions.

Such was the propaganda (and the size of the headlines) that something like hysteria took over. DDT was but a symptom, it was said, quoting Rachel Carson again, "every human being is now



subjected to contact with dangerous chemicals, from the moment of conception....". The campaign was now not only against DDT but also against all industrial chemicals.

The other side of DDT was studiously ignored. Again, ignorance allowed this to happen. The truth was that the danger of DDT to humans and the environment was overblown. One old-fashioned scientist noted at the time that "Exaggeration and omission of pertinent contradictory evidence (were) acceptable for the holy cause." He was ignored.

When US troops

liberated prisoners-of-war camps in 1945 and came across the horrific conditions in concentration camps, they used DDT to kill lice infestations. High-powered blowers enveloped individuals in clouds of DDT. No one had masks. No one died later as a result.

Rachel Carson was quoted ad nauseam to keep the DDT scare going. Another quotation that quickly assumed the status of Holy Writ was attributed to Albert Schweitzer, "Man has lost the capacity to foresee ... He will end by destroying the earth." A strong endorsement, except that he was

talking about the atomic bomb, not pesticides like DDT.

No evidence was ever produced that DDT caused cancer in humans. Laboratory rats force-fed huge amounts of DDT certainly did. But not humans, even when exposed to high levels for years.

Yet nothing dented the public perception that DDT caused cancer. Not even when one university professor ate a teaspoon of DDT before every lecture.

Another test of the hypothesis gave volunteers DDT in their food – for 18 months – in quantities three times more than the

American population got in a year. Nothing happened. Six years later, they were still cancer-free. Even factories that made DDT did not have cancer cases among their workers.

Then the matter of thinning birds' eggs was tested and the veracity of scare stories examined.

In 1965 dead bald eagles were collected from the wild. Their causes of death were not DDT. Some were shot, some trapped in snares, and others died by flying into buildings or electricity pylons. In Alaska 120,000 were shot between 1917 and 1956 because there was a bounty on each one killed. Not one died of DDT poisoning.

Even the alleged thinning of birds' eggs turned out to be untrue. It was a lack of calcium in their diet.

Nothing stopped the banning of DDT. The effects in malaria areas of the world were horrific. Africa, Sri Lanka, parts of Asia and Latin America no longer had access to DDT to spray huts and houses to kill the anopheles mosquito that carried malaria, killing hundreds of thousands of people, mainly children and the elderly.

Thanks to DDT malaria cases had been reduced from millions a year to single figures. Without DDT, they shot up to millions once more.

South countries eventually ignored the DDT scare. One was Ecuador. Malaria cases fell dramatically.

Thanks to an unnecessary ban on DDT based on a hysteria generated by the richest country in the world (and largely promoted by the comfortable middle class) malaria is still a scourge in poor countries. They have only mosquito nets in their armoury.

A daisy-look-alike yields a natural insecticide and is touted as a safe killer of mosquitoes. However it is much more expensive to produce in quantity than DDT and contains dangerous neurotoxins alleged to increase the risk of leukaemia, disrupt sex hormones, and trigger asthma and heart attacks\*.

So children in Africa still die in their thousands from malaria. It is a wonder those who campaigned for a ban on DDT can sleep at night.

\* **Journal of Pesticide Reform, (Vol. 22, No. 1), published by the North-west Coalition for Alternatives to Pesticides.**

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# Living in revolutionary times

Up the revolution!" proclaimed Luke the Dude and saluted nobody in particular. This caused a slight disturbance of the peace in the local pub and grill, where the usual participants in fine conversation and cold beer were minding their own business.

Funny how that always happens – no peace and quiet when Luke runs riot.

"Harrumph," opined Big Ben, the ANC man, "what do you know about revolution? I cannot remember noticing you when we marched through tear smoke and purple spray to liberate this country."

"I beg your pardon," said Luke the Dude, looking insulted. "I'll have you know that I have kept my purple trousers from that day at Greenmarket Square when old Lover Boy Boesak confronted the cop brass, who pretended not to know who he was. Ha! That was a clever trick by the colonel. But I will confess that I was not part of the march. I was, shall we say, an independent observer."

"Useless!" declared Jon the Joker.

"Not at all, my good man. It made for an excellent afternoon's entertainment. And as the cops followed a regime of strict non-discrimination, I was totally included when they attacked with their water cannon and purple dye. The Purple People Eater. That's when the slogan 'The People Shall Govern' was corrected to 'The Purple Shall Govern'. But although I became part of the Purple, I never got to govern."

"Not many of the Purple did," agreed The Prof. "That revolution was driven by the United Democratic Front. It was led by good people like Desmond Tutu and Allan Boesak and, likewise, the thousands of people who formed the UDF were ordinary, good South Africans. The ANC was drinking whiskey in London and Lusaka. The ANC never became the Purple."

"Directing from afar, they turned the people's revolution into the people's war. Afterwards they disbanded the UDF and the ANC governed."

"Just like that," Jean-J conceded in his French way, "and just as bloody as the mother of all revolutions. Bloodier, Mon Ami, if you compare the guillotine to Winnie Mandela's matches and necklaces."

"Ancient history!" protested Luke the Dude, "I am saluting the current revolution. The one happening right under your noses while you are minding your own business. The chickens are coming home to roost. The people are rising against the cadres who stole the revolution! They are pulling the tails of the fat cats and the pigs at the trough. Did you see how white Zuma went when he was asked to address the students outside parliament? In the old South Africa he would have been reclassified!"

"I don't agree," interrupted Big Ben. "The ANC is a good government. Isn't it nice to sit here and drink beer in peace and quiet? Although I must say it would be even better when my president makes way for a more illustrious leader. For instance, maybe someone who doesn't sleep with the daughter of a friend."

"In law that is called a lucidum intervallum," Jon the Joker explained solemnly, "a lucid moment from someone not usually prone to

lucidity. Never mind the forecast; I hope you are prepared for the rain storm Big Ben has now caused."

"Up the revolution!" Luke the Dude shouted triumphantly, "even Ben's eyes are opening. Zuma must fall! The students are revolting!"

"Quite," said Jon the Joker.

"This revolution you are promoting," enquired Colin the Golfer, "is that the revolt started by a grossly crude student throwing human excrement at the late statue of Cecil John Rhodes? The poo revolution? When the downtrodden workers had to clean up the faeces contributed by the idealistic revolutionary?"

"No man, that was 'Rhodes must fall' you bloody cynic," corrected Luke the Dude. "The revolution is already so far beyond that as you are from being a scratch golfer."

"Now now," ahemmed The Governor, "you gentlemen ready for the next round?"

"Yes, I am," said Big Ben as he swallowed down the remaining third of his glass. And so were most of us, as we readily accepted our inclusion in The Governor's "gentlemen".

"I don't agree with any of this," Ben continued, "it's all nonsense. There can't be another revolution when the ANC revolution isn't even finished yet. I mean, whites still get much better pay than blacks."

The general groans of impotence in the face of the race card were silenced by a deep sigh from The Prof. "That's where you are wrong," he said, "that lie is always dusted off when propagandists cannot win a fair debate and when unions want to bully employers into even bigger raises. It's simply not true. Whatever wage discrimination remained at the end of apartheid has long since been eradicated in robust union negotiations with politically correct employers."

"If anything, it's the other way round. The salary bias is against whites. Compare the salaries in the public service, which is almost fully staffed by blacks, with those in the private sector, where whites work because the misnamed "employment equity" disqualifies them from jobs in the public service. On average, the officials get paid 45% more than workers in businesses, big and small."

"But the lie lives on. Here's an example by Gideon du Plessis of the trade union Solidarity, quoted by BizNews.com. Recently Numsa, the National Union of Metalworkers, threatened to strike at Medupi power station. Why this time? Because Solidarity's white shop steward was being paid much more than Numsa's shop stewards. So they claimed. But the truth prevailed when pay slips were compared. A Numsa shop steward was getting a whopping R25'000 more every month than his white peer in Solidarity."

"Numsa dropped the dispute but never corrected the facts."

Thus chastised, Big Ben muttered something inaudible.

"But speaking of revolutions as young Lucas here insists on doing, I have a question for you." The Prof was now on a roll. "Who was the first person killed in the Soweto uprising that started on June 16, 1976?"

"What's this, quiz night?" asked Jon the Joker, who obviously did not know. But then he remembered, "Ah yes, it was the young lad in that famous photograph that went around the world. He was carried by an older boy who was crying and a girl was running next to them."

"That one," confirmed Jean-J, "his name was Hector Pieterse."

"Today there is a Hector Pieterse Museum in Soweto," added Big Ben, "I've been there; it's quite close to where he was shot, in Orlando West. And his sister works at the museum. She was the girl in the picture."

"Interesting," The Prof conceded, "but incorrect."

Just when we thought we were being clever. "Anyone heard the name Edelstein before," asked The Prof. "Dr Melville Edelstein?"

The best anyone could do, was the vague ringing of bells. So The Prof enlightened us.

"Dr Edelstein was a medical doctor practising in Soweto. He was a philanthropist who devoted his life to improving the lives

## OPINION

### ON THE CONTRARY



Pieter Schoombie

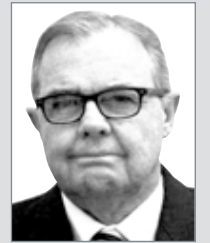
of the people in Soweto. He started and ran many community projects and warned the government that they were heading for a disastrous confrontation with the young people in the townships.

"On that morning he was at a workshop in Orlando East to find jobs for disabled people. When the news reached him, he rushed to his offices and told staff to go home immediately. As he left, his white skin was his death sentence. He was murdered with extreme brutality. And no monuments for him."

"So my advice to young Lucas and anyone else rejoicing in revolution is to be careful." The Prof took a slow sip of his lager. "Revolutions, like wars, have unpredictable outcomes."

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## Bad science banned DDT so millions die of malaria



Keith Bryers

SOME date the birth of the modern environmental movement to the campaign against DDT that began 50 years ago. Others note that since its banning millions of children in Africa have died as malaria ran unchecked through vulnerable populations.

Backing a DDT ban was the Sierra Club and the Audubon Society, branches of which existed in many US cities and towns, notably in their suburbs, providing the perfect platform for spreading the word.

It was a time when ordinary working class people were littering sweet papers and plastic cups along the wilderness trails and mountain hikes that were becoming popular as leisure and money reached them thanks to a booming post WWII US economy.

Cynics claimed that the Sierra Club backed the environmental movement because littering impinged on the Rocky mountain trails the Sierra Club regarded

as its own, but it was not so. The club's history dates back to the 19th century when plastic did not exist.

DDT was the perfect vehicle as an issue to spotlight the environment. For one thing, its chemical name was unpronounceable. It is dichlorodiphenyltrichloroethane so it is scary to the ignorant. Suspicions about it were easily generated, as were allegations of all kinds of dreadful consequences from using it.

Other things made DDT perfect for pro-environment propaganda. Foremost was a book by Rachel Carson called *Silent Spring* in which she claimed that widespread use of DDT was embedding itself in the food chain and killing those at the top – especially that all-American symbol, the Bald Eagle.

When the book hit the shelves, the me-

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