

# CAPE Business News

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OCTOBER 2015

## Plain sailing for Capitalworks

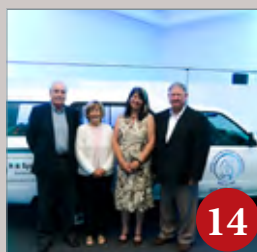
Private equity group forked out its dollars to buy a controlling stake in catamaran specialist Robertson and Caine last month



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## H B Systems celebrates 20 years

H B Systems celebrates its 20th anniversary this year and took the opportunity to support the community in celebration.



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## SA's first merchant vessel docks in Saldanha Bay

The first merchant vessel to be registered under the South African flag since 1985, arrived in Saldanha Bay last month.



25

# Busy BEEs



Cape Town's three JSE listed empowerment companies – Brimstone, African Empowerment Equity Investments (AEEI) and Grand Parade Investments (GPI) - have all reached critical junctures in their corporate development.

All three companies have strong community roots in Cape Town, and have stoically endured the slings and arrows of outrageous fortune since the late nineties. Each company has needed to dig deep to pull through challenging times; Brimstone saw its share price tumble to alarmingly low levels after a restructuring of its portfolio, AEE was on the canvass after the LeisureNet implosion and GPI had to survive a hostile takeover before it listed on the JSE.

Their collective fortitude – during a period where larger and more hyped empowerment entities flagged and fizzled - has paid off and all three companies now look set to push ahead with rewarding new ventures that could create heaps of value for professional and community shareholders alike.

The collective value of these BEE entities currently sits at almost R8bn – the biggest being Brimstone with a market value of almost R4bn, followed by GPI (R2.8bn)

and AEE (R1.3bn.) This is an astounding achievement considering these companies were started from scratch with mainly small investments from community members.

Common to all has been a determination to play an active role in underlying investments and to back strong brands or assets that generate steady cash flows. All three are now firmly in dividend paying positions – Brimstone and GPI have sustained dividends for a number of years and AEE paying its maiden dividend last year (with a promise of more to come.)

All three are well capitalised and can be regarded as empowerment deal defaults – which means established companies are likely to approach these entities with proposals for BEE deals.

Brimstone is underpinned by valuable minority holdings in JSE listed private hospitals group Life Health and fishing group Oceana. The group headed by the potent triumvirate of Mustaq Brey, Fred Robertson and Lawrie Brozin also holds interests in other listed companies like franchising group Taste Holdings, fashion retailer Rex Trueform (see page 2) consumer brands conglomer-

ate Tiger Brands and shipping/logistics giant Grindrod.

But Brimstone has lately signalled a growing appetite for the food sector – which is where CBN believes there might be some inspired deal-making in the years ahead. Aside from the holdings in Oceana and Tiger Brands, Brimstone holds a controlling stake in market leading hake fishing business Sea Harvest. Sea Harvest is mainly a value-adding food company – catching and processing hake for the frozen fish market. But Brimstone could look at using Sea Harvest as a base to expand its food offering by adding other frozen and non-frozen food applications. For instance, there have been whisperings over the years that Brimstone may swoop on the poultry sector.

Another possible thrust in the food segment could come from Brimstone's association with Taste, which has snagged the local Starbucks coffee licence as well as the rights to iconic global pizza brand Dominos. To date Brimstone has been happy to back Taste's ventures, and the empowerment company could well become a more active partner in future endeavours.

AEE – formerly the old Sekunjalo Investments – also has plenty on its plate. The company's share price has surged in the last 18 months as cash flows from operations increased markedly. AEE has scored strongly from strategic investments in British Telecoms as well as consumer brands giant Pioneer Foods as well as steady performances from its fishing and technology interests. But more intriguing is the talk in the market is that AEE could look to separately listing its Premier Fishing subsidiary on the JSE.

Premier Fishing – which is very strong in the south coast and west coast lobster export markets – could well use the listing as a platform to chase down deals to diversify its earnings base. The company has already successfully moved into the pelagic sector, and might fancy broadening its catch even further by buying out other fishing ventures. Premier is also involved in abalone farming, another seafood segment that might be ready for corporate action.

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## Profit flavour emerging



FAST food business Burger King has topped the 50 outlet mark, but profitability will probably only be achieved by the fledgling chain next year. One interesting trend to note is that Burger King now has twice as many outlets outside its Western Cape base with Gauteng seemingly offering the most traction for expansion. At the end of September, the restaurant count showed 16 stores in the Western Cape, 25 in Gauteng, seven in KwaZulu-Natal and two in Mpumalanga.

Grand Parade Investments (GPI) [see lead story] – the empowerment group that holds the South African master franchise for Burger King, reported recently that fast food was still incurring significant development costs that were offsetting early revenue flows. GPI disclosed Burger King contributed a loss of R55m to headline earnings in the year to end June – 38,2% higher than the R40m loss recorded in the previous financial year. CEO Alan Keet noted that the past two years have been the initial start-up and expansion phase for Burger King and the losses were in line with management expectations. Since the end of June last year Burger King has opened 32 new stores, which is reflected in a more than tripling of turnover to R388m.

But Keet said Burger King achieved significant operational milestones during the year by localising 92% of its food inputs. He explained this had significantly 'de-risked' the business from currency fluctuations and stock losses while at the same increasing the food margin. Keet also added that store operating

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**CAPE**  
**Business News**

# Profit flavour emerging

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costs were brought in line with targets that allowed Burger King to report a store operating profit of R3.7m between April this year and the end of June. He said the focus would remain on the expansion of Burger King to ensure that the brand reached critical mass during the upcoming year.

"This will allow the investment to sustain its expansion without the support of GPI."

Keet also intimated that GPI would also identify and unlock synergies between its investments in Burger King and its empowerment investment in Spur. He explained that the potential to create value between these two investments was significant.

Spur, in which GPI, holds a 10% stake, recently reported solid results with its eponymous brand managing

revenue growth of 9,5% to R217m and a 10% hike in operating profits to R194m.

Arguably the performance of the recently acquired Hussar Grill might hold more fascination for readers. Questions were initially asked about the potential for Spur to roll-out this well-established Cape Town-based steakhouse brand. The results from the Hussar Grill are nonetheless pleasing

– albeit off a relatively low base. Spur disclosed that the Hussar's franchise operations more than tripled turnover to R2.4m with two new franchised restaurants opening. Franchised operating profits coming in at R1.3m.

The company owned Hussar Grill outlets showed a doubling in revenue to R31m with operating profits nearly doubling to R4.6m. The Hussar Grill's total res-

taurant turnover was a chunky R72m.

Spur directors said a national roll out of Hussar Grill outlets was still planned, but they cautioned around the pace of expansion by stressing the need to ensure the correct franchisees and locations were identified. The directors said four new Hussar Grill restaurants would open outside the Western Cape in the year ahead.

## Rextru smartens up

SALT River-based fashion retailer Rex Trueform (Rextru) cut a stylish figure in the year to end June after a prettier profit performance from its Queenspark chain. Revenue increased 7% to R537m while the gross profit generated from Queenspark increased a dashing 20% to R290m. Other income more than tripled to R17m – boosted by the sale of the company's Atlantis property (which previously housed Rextru's old clothing manu-

facturing operations.)

What Rextru did really well was to contain trading expense increases to under 5%, which sent operating profit soaring to R30m after a loss of R17m in the previous financial year.

CEO Catherine Radowsky said Queenspark produced an operating profit of almost R27m despite tough trading conditions (exacerbated no doubt by new international formats – like Cotton On – entering the local fashion retailing market.) She said certain initiatives implemented produced the desired results – including cost containment, the closure of three unprofitable stores and the opening of new stores.

Looking ahead, Radowsky said the summer season's stock sold during the first nine weeks of the 2016 financial year had been well received by customers. She said Rextru planned to roll out further stores in order to capture additional market share. Securing further operational efficiencies are also on the cards. Radowsky said the enterprise resource planning system would be implemented during the 2016 financial year.

"The benefits to be gained from this will mostly be realised in the 2017 financial year and thereafter."

She noted that other initiatives being considered mainly focused on turnover growth and

were predominantly aimed at improving the performance of Queenspark over the medium-to-long-term.

Rextru is also making great strides in unlocking the value of its properties. The property segment generated an operating profit of close to R8m – including the nearly R4m earned from selling the industrial property in Atlantis. Radowsky said Rextru's three remaining investment properties were located in Salt River – most notably the recently developed Rex Trueform Office Park (RTOP).

She said development feasibility studies in respect of the two undeveloped investment properties had commenced. Rextru

expected to complete the feasibility studies during the 2016 financial year. One property, though, is classified as an important heritage site, which limits the development opportunities and could cause a delay in the development process.

As regards the RTOP, lease agreements in respect of approximately 90% of the office space have been signed. But Radowsky said due to the required reorganisation of space within the building a smaller part of the rental was only due from the beginning of July 2015. She said the balance of the office space not yet let (around 900m<sup>2</sup>) was likely to be let during the 2016 financial year.

## Steel protection in highly flammable situations

MAXIFLEX Door Systems offers fire and smoke protection doors from Teckentrup Doors. These doors are used in all industry sectors, public buildings, commercial areas, large garages and domestic buildings. Single and double-leaf steel and stainless steel versions ensure the individual fulfillment of all building requirements. Doors with thick or thin rebates, upper casings and modern glazing options offer optically attractive solutions.

All the new Teckentrup fire protection doors are tested in accordance with EN 1634-1. During the test, a temperature difference of 180K (corresponds to approx. 200°C) should not be exceeded at the individual measuring de-



vices on the surface facing away from the fire at a furnace temperature of approx. 1,000°C. The space enclosing effect is additionally monitored.

Maxiflex supplies fire doors with a 30 min rating up to a 240 min rating.

### Teckentrup security doors

According to the company, innovative solutions, state-of-the-art technologies, first-class

materials and high quality workmanship ensure that the entire door construction – door leaf, frame, lock and fittings – has no weak spots whatsoever for the secure protection of people and property. Effective security measures, such as multi-locking, bolt-secured hinges, high security cylinder lock with anti-drilling and extraction protection as well as security lever/knob handles, provide excellent protection and stop

burglars in their tracks.

Teckentrup burglar resistant security doors with multi-function protection can be used in almost all industrial, commercial, public and domestic buildings, says Maxiflex. The multi-functional security ranges from the WK 2 (RC 2) door for cellars to WK4 (RC 4) cell doors in prisons.

Additional burglar resistance can be added to most of the doors within the Teckentrup hinge door range.

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# K-Way wins National Productivity SA award

OCTOBER is Productivity Month and an opportunity to showcase, share ideas, methods and perspectives on how companies can improve productivity. Productivity SA launched Productivity Month at the National Productivity Awards, where Cape Town-based company K-Way won the National Corporate Sector Award for excellence in optimising its resources to produce products or services that offer value to customers.



Cape Union Mart has invested heavily in state-of-the-art machinery for their K-Way factory in Cape Town.

“There is an important lesson to be learned from this,” says Philip Krawitz, Executive Chairman of Cape Union Mart. He’s the third generation of Krawitz’s to captain the Cape Union Mart ship.

“For many years K-Way ran at a loss and instead of retrenching people or closing the factory, we felt we had an obligation to keep our people in jobs. We appointed Bobby Fair-

lamb to lead our manufacturing strategy, we acquired the best capital equipment and we invested heavily in training and upskilling our people. The lesson is that if you put people before profit, the people will reward you and the profit will come.”

Krawitz says that for his company the results have been spectacular.

“Not only is K-Way a

star profit generator in the Cape Union Mart Group, but this year we will produce some 500,000 ‘home-sewn’ garments, which our customers are snapping up in our 90 stores across South Africa, Namibia and Botswana,” Krawitz adds.

“Just visit a rugby stadium, go for a walk in the park, arrive at an airport or hike a trail

and you are guaranteed to see someone wearing a K-Way garment.”

Productivity SA’s Productivity Awards, which have been granted annually since the mid-1970s, recognise the efforts of organisations in corporate and public sectors to increase productivity through better management and improved allocation of resources.

# GAC for global support

GAC Laser International Logistics (Pty) Ltd. provides comprehensive logistics services, as well as a range of complementary ship agency services to vessels calling at all major ports in South Africa. The company believes that with emphasising world-class performance, a long-term approach, innovation, ethics and a strong human touch, it can deliver a flexible and value-adding portfolio to help customers achieve their strategic goals. GAC Laser is part of the GAC Group that has over 9,000 employees in more than 300 offices worldwide.

“GAC South Africa

focuses on offering our customers the benefits of our specialist experience and in-depth knowledge in the shipping and logistics industry,” says Simon Hayes, Chief Executive Officer of GAC Laser International Logistics (South Africa). “As part of the GAC Group, a global provider of integrated shipping, logistics and marine services, we have access to a network of more than 300 offices in over 50 countries. That enables us to combine our unsurpassed local expertise and experience to provide a personal and flexible world-class service,” Hayes told CBN in an interview.

Hayes goes on, “This is a highly competitive industry, with very few barriers to entry. There are many ‘one man’ businesses, often able to offer exceptional rates due to their relatively low overheads.

However, this is a false economy as larger entities with bigger volumes have greater buying power.”

“GAC South Africa is compliant with the GAC Group’s strict Code of Ethics and stringent HSSE policies. You will get world-class service, connections with our network around the world, competitive pricing and non-stop support for your cargo.”

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# Busy BEEs

From P1

AEE has also hinted at listing its technology arm – which has been rapidly building annuity income lines in the health care sector. This niche could be expanded with selective acquisitions – noting that AEE’s technology division recently made its first foray into Africa.

The company also recently secured a leveraged deal to take 25% empowerment stake in Saab SA, a defence contractor with a strong line of offshore deals (including India.) AEE’s results to end August will be released shortly, and it will be interesting to see if the company has mobilised its strong(er) balance sheet to snag any smaller strategic deals.

GPI is arguably in the most interesting position of the local empowerment groups by virtue of its investment profile changing and then – thanks to

matters beyond its control - quickly re-adopting some aspects of its old look.

GPI had initially sold off its gaming interests in limited payout machines (LPMs) as well as minority 25,1% interests in GrandWest and the Golden Valley casino. Proceeds from this transaction were set to bank-roll the expansion of fast food operation Burger King, in which GPI had secured the master franchise agreement (see story on page 1)

While the LPM deal is proceeding without any hitches, the casino sale took a rather unexpected turn. With Burger King’s roll out well underway, GPI was faced with having to take back its interests in GrandWest and Golden Valley after a proposed deal between Sun International and Tsogo Sun over the Western Cape casino market unexpectedly

fell through.

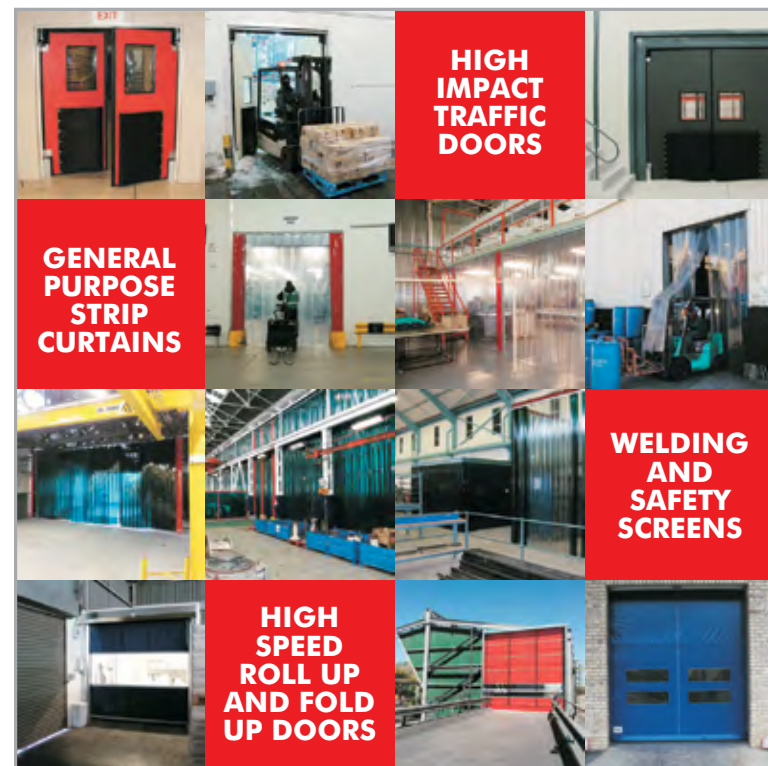
It seems, though, that GPI are not too unhappy to have the casino interests back in the fold. GrandWest, in particular, is an investment that generates strong cash flows and is a coveted asset in the casino sector. In addition, GPI has strengthened its hand in the broader gaming sector by acquiring a minority holding of 4,95% in Atlas Gaming Holdings, an Australian-based gaming company that develops gambling machines.

Although the cash from the sale of the casino assets would have come in useful, the reassuring cash generation from GrandWest should allow GPI to keep focus on expanding Burger King so that it can quickly reach critical mass. The diversification between the gaming and rapidly growing fast food assets should provide

GPI with the cash flows to continue to pay annual dividends on a sustainable basis.

What is interesting at GPI is the company’s willingness to invest in what could become very profitable ‘central kitchen’ functions for Burger King. These investments centre on Excellent Meat Burger Plant, a burger patty production plant established to cater for all of Burger King’s burger patty requirements, and Mac Brothers, which sells equipment to Burger King. It is perhaps business outside Burger King that could add spice to Excellent Meat Burger plant and Mac Brothers.

The former is exploring several opportunities to sell products to other Burger King franchisees internationally, while Mac Brothers is also looking to broaden its customer base.



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**manufacturing indaba** WESTERN CAPE  
CONFERENCE PROGRAMME  
6 NOVEMBER 2015 CTICC Cape Town

6 November 2015

07:30	REGISTRATION OPENS	
08:30	Welcome	Programme Director
08:40	Welcome Address	Mayor: Patricia de Lille
08:50	Keynote Address	MEC Alan Winde
09:20	Ministerial Address	Minister Rob Davies - the dti
09:50	Plenary Q & A	Engagements with Mayor and Minister
10:00	REFRESHMENT BREAK	
10:30	Panel 1: Spatial Development Opportunities: IDZ/SEZs	Panel 2: Manufacturing opportunities in Africa
11:45	Panel 3: Localisation for Supply Chain Development and Local Production	Panel 4: Energy Solutions and Alternative Power for Manufacturing
13:00	LUNCH	
14:00	Plenary Panel 5: Advanced manufacturing - Design and innovation: Concept to market Innovus - University of Stellenbosch	
15:00	Investment promotion and opportunities in manufacturing	Tim Harris: Wesgro
15:30	Closing Keynote Address	Premier: Helen Zille
16:00	Vote of Thanks	
16:15	Closing	

\* Programme subject to change

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# Manufacturing Indaba momentum spreads to the Western Cape

FOLLOWING the success of the recent national Manufacturing Indaba at Emperors Palace, Ekurhuleni, and the success of the KwaZulu-Natal road show of the Manufacturing Indaba, the momentum has reached the Western Cape, where manufacturers can look forward to hearing from the dti Minister, Dr Rob Davies, the Western Cape Premier, Helen Zille and the City of Cape Town Mayor, Patricia de Lille.

Taking place on Friday the 6th November 2015 at the Cape Town International Convention Centre, the Western Cape Manufacturing Indaba will bring together the province's manufacturers to workshop and network with government's policy makers and the prov-

ince's leadership to unlock the growth opportunities of the sector, in line with the National Development Plan, which sees the country's manufacturing industries as key job creators.

Manufacturing is the second biggest sector in the Western Cape after the financial services sector and contributed 15% to the South African manufacturing sector output of R300bn in 2012.

Although only the national event's second instalment; the 2015 Manufacturing Indaba in Ekurhuleni surpassed all expectations. The Gauteng Indaba hosted 486 conference delegates, 68 conference speakers, 74 exhibitors, 1,216 exhibition visitors, 34 media houses and achieved a total AVE value across

all media platforms of R10m.

According to Liz Hart, Managing Director of the Manufacturing Indaba, the roll out of provincial road shows has been made possible due to the success of the national event. "The provincial roadshows of the Manufacturing Indaba speak to the unique challenges and opportunities manufacturers are facing at a provincial level and brings the high level speakers and conference programme to them. This is pivotal in developing the manufacturers and industries in each of the nation's major provinces," says Hart.

Brought to you by the Manufacturing Indaba in conjunction with the Department of Trade & Industry

(dti) and the Manufacturing Circle, the programme has input from collaborators such as Wesgro, NCP-SA, the Western Cape Tooling Initiative and Green Cape, and will address the challenges that are particular to manufacturing businesses based in the Western Cape.

The manufacturing sector in the Western Cape attracts large amounts of inward investment, and enjoys substantial state assistance as an employment-creating industry.

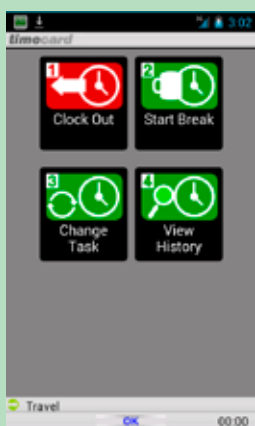
Manufactured products include heavy-duty industrial equipment, vehicle parts and electrical equipment. Exporters in this sector have experience in supplying large quantities to buyers from developed and developing countries.

## Accountability and productivity at its best

ECONZ Wireless, established in 1971 in New Zealand, provides employer solutions for time and attendance, employee tracking and compliance with hourly wage laws. ECONZ Wireless products are available on a global basis and have helped thousands of companies streamline their businesses to become more efficient and productive. ECONZ focuses on industries such as marketing, security, sales and services such as repair work, plumbing and many others.

"Our applications began by allowing our clients to give their field representatives the ability to clock in and out while capturing their time in a simple and easy manner. As technology grew, we incorporated GPS into our applications for Android, IOS and Blackberry devices," says Thomas Marshall, Sales Director for ECONZ South Africa.

Marshall says ECONZ's applications bring accountability in to companies as well as increasing productivity. "Due to the application's on-the-job features, company field representatives no longer have to work on their sales ad-

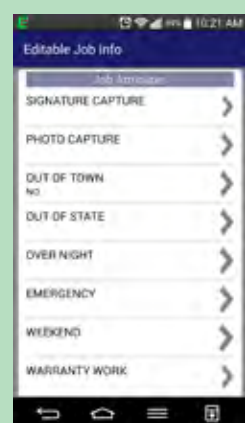


min reports late at night. It's all done by the time they get home."

ECONZ offers three mobile phone solutions: -Timecard GPS Lite is design for one field worker, whose manager needs to know exactly where he/she will be, how many hours spent per customer and number of customers visited that day.

-Timecard GPS is the full package includes two features which is Customer Field Questions and Team Clock-In - where employees are clocked in by their manager as they arrive. This prevents issues such as the site manager completing the sheet clock-in the next day.

-E-Service allows dispatch at the cli-



ent's office to create a job ticket, pass it on to one of the field workers available who will receive it on their device with the E-Service application loaded on. The app then shows the worker has accepted the job, that he/she is on route and when they have begun the job. The can also log the parts used, pricing of the parts (for fast and easy invoice preparation) and add notes. Two of the new features on this app allows digital signature from the customer and

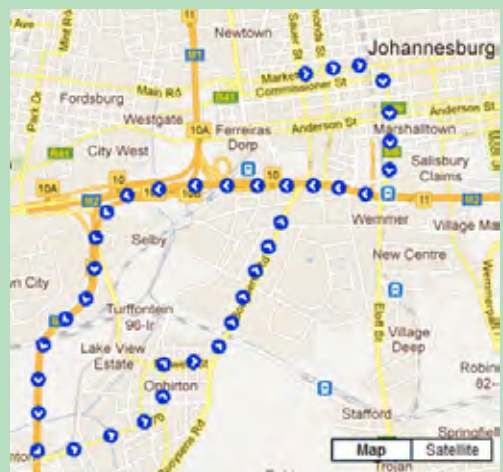
photos of the work area before and after.

ECONZ's new and exciting venture will be including the digital signature and photos into the Timecard GPS packages. ECONZ also offers a month to month contract solution for clients and dedicated support.

"Our packages are fully customisable, allowing clients to tailor-make a solution to fit their needs exactly," Marshall added.

"We have a 24/7 support programme with live assistance and training. We offer training once a week for our clients on our packages - free of charge. We also spend a lot of time working with our clients to make sure our solution fit for them."

ECONZ pricing ranges from Timecard GPS at R8 per employee per day and E-Service at R18. It also offers incentive ideas for its clients - such as best used Timecard, Top 10 users, or most on-time worker will go into a competition held by the client.



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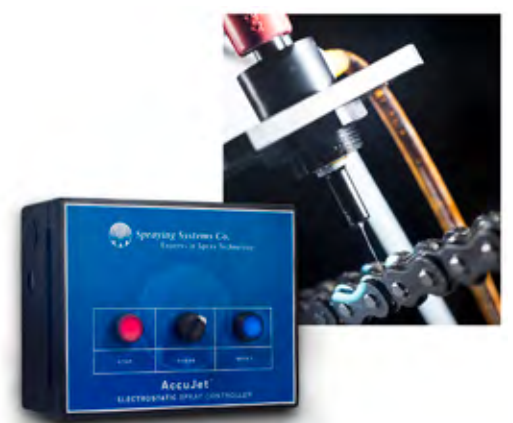
## Low-flow, precision microspray technology

SPRAYING Systems Co. says it's committed to the development and implementation of a sustainable management system. With product lines that provide sustainable solutions to its customers, its goal is to address and develop practices that are beneficial to the environment.

The company says its electrostatic spray systems are proven to reduce system downtime, eliminate lubricant waste, and save clients money. Using low flow rates combined with electrostatic technology, its clients can be sure they're getting precise, uniform coverage whether they are coating a pin-chain or a series of baking pans.

### Benefits include:

- 99% transfer efficiency
- No misting - cleaner, safer work environment
- Drastically reduced product contamination
- Reduce liquid consumption up to 70%
- IM proves product quality with uniform coating
- Easy to maintain
- In electrostatic spraying, a negatively charged liquid coating is attracted to a neutral, grounded target. This simple



principle has powerful implications for advanced coating technology.

The physical attraction of the liquid to the target pulls the coating to an object's surface, providing a very high transfer efficiency; typically over 99%.

Due to the attraction and low flow precision spray, overspray is virtually eliminated, reducing clean-up and improving the work environment.

The patented electrostatic single-point system applies lubrication with precision, saving oil and reducing maintenance and downtime.

With no moving parts to wear out, maintenance is drastically reduced.

The system's low-flow injector pumps can deliver lubricant to as many as eight nozzles with independently controlled flow rates. The standard nozzle includes quick change tips with multiple

orifice size options from 0.254 to 1.27mm ID.

Also available is a heated spray systems which applies a heated lubricant with precision reducing waste, maintenance and downtime. Lubricant recirculates through the system, allowing the substance to remain warm before application.

The heated tank assembly includes integrated thermocouples, a heated pump, and continuous heated lines to provide optimal temperature control. Nozzles are capable of reaching temperatures of 121°C.

Spraying Systems Co. is a leader in spray technology. It has a broad product range and ten manufacturing facilities and sales offices in more than 85 countries. Spray nozzles, turnkey spray systems, custom fabrication and research/testing services comprise the 76-year-old company's offering.

# Plain sailing for Capitalworks



CAPE Town's status as a boat-building centre got a huge thumbs up when a top-rated private equity group forked out its dollars to buy a controlling stake in catamaran specialist Robertson and Caine last month.

Capitalworks has invested US\$25m (over R330m) in Robertson and Caine, and is an alternative asset manager with a diversified spread of investments across sub-Saharan Africa, but with a renewed focus on the global leisure market. Capitalworks manages more than US\$515m (almost R7bn) for local and international investors. The company was a prime mover behind bringing fast growing and acquisitive Franschoek-based consumer brands group Rhodes Food to the JSE last year.

The Robertson and Caine deal is interesting since the boat-building sector is not a traditional investment segment, and very little is known about the inner workings of the industry. What is immediately apparent is that Robertson and Caine have scale, with four manufacturing facilities in Cape Town and over 1,300 staff.

The company was a prime mover behind bringing fast growing and acquisitive Franschoek-based consumer brands group Rhodes Food to the JSE last year.

Robertson and Caine's boatyard is anchored in Woodstock, but demand for its catamarans has seen considerable expansion over the years. In 2003 construction of a new office block and production facility, doubled the factory size to 35,000m<sup>2</sup>, but then continued growth and new projects saw the company expanding to several new sites in Cape Town. Robertson and Caine now operates across 40,500m<sup>2</sup> over four production lines – which can produce up to three catamarans in a production week.

The company now ranks as the second largest manufacturer of 'blue water cruising catamarans' globally - having delivered more than 1,300 boats internationally since its formation in 1991.

Robertson and Caine's product range currently consists of four sailing catamarans and two power catamarans.

The Capitalworks investment has been made

alongside the original entrepreneur and co-founder of the company, John Robertson.

Capitalworks founding partner Darshan Daya said that with almost 25 years of boat building experience Robertson

and Caine was undoubtedly an important South African manufacturer and exporter.

"We are delighted to be able to provide the strategic support that will strengthen this global market leader and es-

teemed international brand manufactured in South Africa."

Robertson said the company was excited about partnering with Capitalworks to take the business forward into the next phase of its growth.

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# PMSA and PPO present a conference for project, programme and portfolio managers

IF project managers want to add strategic value to their organisation and remain marketable in the current project landscape, they should commit to their own ongoing professional development. This means being pre-

pared to develop their knowledge, skill and competency consistent with industry demands on the profession as they progress through the project management career path.

This is the view of Project Management

South Africa (PMSA) CEO, Taryn van Olden.

PMSA is the SAQA (South African Qualifications Authority) recognised professional body for cross sector project management in South Africa, which positions itself as an

enabler of ongoing professional development through, amongst other initiatives, knowledge sharing opportunities. Examples of such opportunities are national and regional conferences with carefully structured programmes that

address current trends and issues of benefit to project, programme and portfolio managers.

“Organisations are maturing in terms of their project delivery,” says Guy Jelley, CEO of Project Portfolio Office, a project

portfolio management solution provider with clients in South Africa and abroad representing a cross-section of industries. “As a result they are more discerning than ever before in how they recruit and develop their project

managers. They want professionals who understand how projects can deliver on strategic objectives, who have the competency to manage a complex set of deliverables and who stay abreast of best practices and methodologies that contribute to project success.”

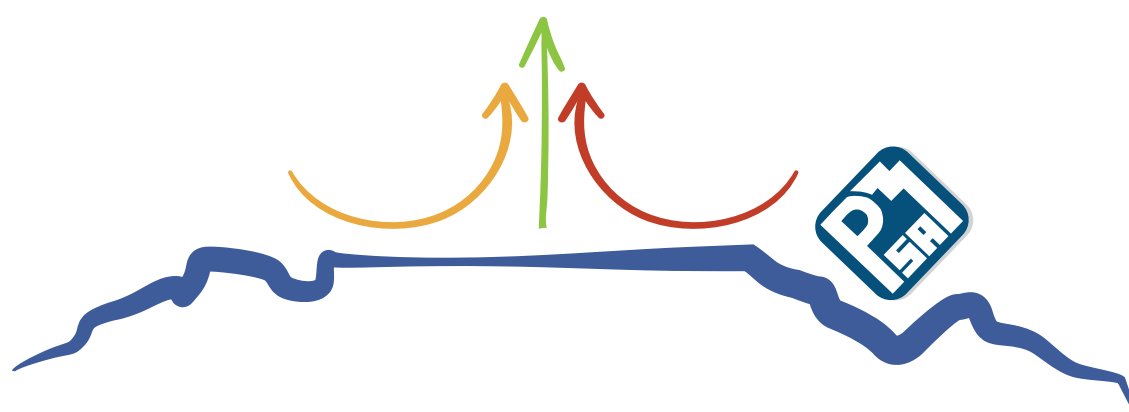
In November 2015, PMSA will be hosting a conference in Cape Town that will be tackling the theme of leadership, strategy and methodology as components of the value proposition that project management brings to the Western Cape region and the country as a whole. Project Portfolio Office has lent its support to the event as the headline sponsor.

“We have seen firsthand the effect of project management in achieving local service delivery in the Western Cape and are excited to support PMSA in their efforts to enhance the local body of knowledge through events such as this conference,” says Jelley.

“By partnering with organisations such as Project Portfolio Office, that are closely connected to the industry and the coalface of strategic project management, we are assured that our content and approach are relevant to the knowledge needs of industry and individual project managers,” says van Olden.

The conference seeks to impart best practices and new knowledge through insightful presentations and case studies by thought leaders in the disciplines associated with successful project management, and those who have achieved success on some of the region’s most prominent infrastructure projects.

Amongst the projects to be reflected on are those in film production, the Square Kilometre Array, major events such as the Commonwealth Games, and the MyCiti transport initiative. The keynote presentation on the first day will be delivered by Jürgen Oschadleus, an international thought leader who relates project management competency to what has been learned from notable historic events. His keynote draws on lessons from the Battle of Waterloo. While in the country, Oschadleus will also be presenting a workshop in Johannesburg on Conversational Leadership.



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## National crime statistics 2014/2015: SA businesses remain in the danger zone

NATIONAL police commissioner, Riah Phiyega, announced the national crime statistics for 2014/15 highlighting another significant increase in business robberies - alarming news for South Africa's retail sector is that crime against businesses continues to rise.

Richard Phillips, joint CEO of Cash Connect Management Solutions says, "All indications are that not only has the number of attacks increased, but the level of violence as well. Armed robbery against businesses for the 2014/15 financial year shows that there were 19,170 robberies against businesses in South Africa and an overall increase of 337% over the past 10 years.

"The reality is that this equates to 52 robberies on South African businesses per day. Retail stores where cash is the dominant medium of payment are particularly vulnerable to an armed robbery and these businesses need to take action to mitigate this risk. At this point in time nothing suggests an improvement in the situation," adds Phillips.

Steven Heilbron, also joint CEO of Cash Connect Management Solutions says that South Africa's largest supermarket group, Shoprite Holdings reported at a recent investment briefing on its June year end results, that there had been more than 230 armed robberies at its shops in the past 18 months, mostly around shops where social grants were paid out.

"Hit and run type armed robberies not only threatens the safety of the customers and staff, but in many cases the target store is likely to experience a significant drop in sales for as long as six to nine months after an attack of this kind," adds Heilbron.

Burglaries of business premises continue to rise from an already high base. Burglaries have increased by almost 33% over the past



ten years to 74, 358 or a staggering 204 a day.

"In the FMCG (fast-moving consumer goods) sector we have also seen a significant increase in plastic explosive bombings," says Phillips.

Phillips says, "Armed robbery and burglary attacks on the cash can largely be deflected in a trading environment where all of the elements of a reliable, automated, retail cash management solution are in place. This includes a device that is robust enough to create the desired level of resistance to a determined and coordinated attack. Such an environment encourages a positive and pleasant atmosphere that stimulates customer attendance and

increased spend."

Cash in Transit (CIT) heists showed a decrease of 18% from 145 to 119 for the year, while bank robberies declined by 19% from 21 cases to 17. These trends all point towards a definitive shift away from professional banking and armoured car sectors to the much softer and vulnerable retailer.

### What needs to be done?

Research shows that the biggest pre-emptor of theft is opportunity. That is, opportunity from within. Internal theft, fraud and insider participation in the planning of crime are some of the most common threats to the livelihood

Continued on P8

## Rand-Air contributes to the success of Chevron's recent shutdown

CHEVRON is a leading refiner and marketer of petroleum products in South Africa. The network of Caltex service stations, one of the country's top five petroleum brands, are supplied through its subsidiary Chevron South Africa (Pty) Ltd. Its refinery is based in Cape Town and does annual shutdowns. However, this year they did the largest one that the plant has ever had.

This required the supply of superior equipment and therefore Rand-Air, a market leader in portable compressed air and power generation rental was assigned to the task. Oil-free air was critical in ensuring the success of the shutdown.

"The compressed air needs to comply with strict quality requirements to prevent damage to the reactor or pollution to the catalyst. It is also essential for the airflow to be

regulated correctly as the optimal regeneration speed is dependent on a small band of oxygen concentration to ensure the accurate control of temperature," explains Cindy Ross, Sales Consultant for Rand-Air.

The shutdown took approximately two months and required vast equipment that was utilised for the smooth running of the shutdown included eleven coolers, seven clean air packages, thirteen 800cfm compressors, two 300kva generators, three 260cfm compressors, one PTS916 oil-free compressors, two PNS1250 oil-free compressors, two high pressure dryers and one 25bar offshore compressor.

Understanding the



Understanding the requirements of the hiring of portable compressors and generators, Rand-Air was able to accommodate the need for the units that contributed to the overall success of the shutdown.

requirements of the hiring of portable compressors and generators, Rand-Air says it was able to accommodate the need for the units that contributed to the overall success of the shutdown.

"We are proud of our participation and

our long-standing relationship with Chevron highlights our dedication to delivering on exceptional customer service. With careful planning between Chevron and ourselves everything ran according to plan," Ross concludes.

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# Fire-water monitors enhance fire protection at local fuel tanker wharf

CAPE Town-based fire-protection technology provider DoseTech Fire aims to complete the installation of a fire protection upgrade system at the Cape Town harbour's fuel tanker unloading wharf by the end of this year, says company MD Mike Feldon. The order, received in June from Cape Town harbour, involves the supply of nine Akron Conquest electric remote-controlled fire-water monitor systems – the largest Akron order from Southern Africa to date.

The Akron systems use a foam, or a synthetic foam and water mixture, and the remote-controlled capabilities can be custom-built to suit customer requirements.

"Some of the advantages of using these monitors include reliability and performance, such as a row distance that will be about 95m and a fog and stream water-

shape capability, as well as wide-angle fog to form a water wall," emphasises Feldon.

He notes, however, that the discharge capability of the Akron fire-water monitors will depend on customer requirements, adding that the company matched the Cape Town harbour's specific technical requirements. Further, DoseTech Fire will supply a seawater FireDos FD20000 dosing pump capable of dosing both 1% or 3% foam concentrates to the harbour, as well as 25 James Jones wet barrel fire hydrants, which come with a ten-year warranty.

The Jones fire hydrant features two 65mm outlets for hand-line hoses and a 4" pumper connection, all with individual integral valves that can close each outlet on the hydrant without the user having to shut the hydrant to make adjustments.

## Petrochemicals protection

DoseTech Fire last month delivered the largest order to date of the FireDos FD20000 foam-dosing pump to a fuel storage facility in Gauteng. The water-driven, turbine pump does not have external power connections, therefore, operating as a self-contained unit. DoseTech Fire provided the two large pump units for the main fuel storage areas and two small units for a lower-risk area.

"The FireDos range, which includes the first vertical units manufactured by Germany-based manufacturer FireDos, can dose either at 1% or 3% foam concentrate," Feldon says, adding that the pump system will pump at a rate of 200 l/min at 1% foam concentrate and 600l/min at 3% foam concentrate.

He explains that the foam-dosing systems can be used with most



James Jones wet barrel fire hydrants.

extinguishing agents and concentrates, which are housed in an unpressurised, atmospheric tank or container, adding that these can easily be refilled, even during the fire extinguishing process. This enables the user to replace the extinguishing agent or use another product without any interruption.

Prior to the delivery of the FireDos

FD20000 in Gauteng, DoseTech Fire accepted the FireDos FD20000 at the FireDos manufacturing plant in Wölferheim, Germany, in June, with the customer's European representative.

"Adding to the achievement of this particular project was the opportunity to be the first FireDos customer to test their equipment on the new FireDos test facility, which has an operational capacity of 30,000l/min," says Feldon.

## Fire-protection

Offering DoseTech Fire has, to date, supplied five of the FireDos FD20000 systems to various operations across South Africa, while about 170 other FireDos units have been supplied as well. Further, the company has been supplying fire-protection hardware, including the FireDos

foam-dosing systems, to petrochemicals companies across Africa since 2000.

DoseTech Fire's services include specifying and supplying equipment to new and modified systems and technologies to suit clients' specific needs. The company also offers on-site commissioning, full service support and staff training for its FireDos foam dosing systems, Akron monitors, Akron hand-held nozzles, James Jones hydrants and Johstadt portable fire-water pumps.

DoseTech Fire is also the accredited service centre for FireDos and Mueller/James Jones. Moreover, in September, Feldon will travel to Akron, in Wooster, US, to become certified as the accredited service centre for Akron products in Africa.

## Fire education

To continue enhancing industry's knowl-

edge of fire protection, DoseTech Fire, in conjunction with fire consultant and adviser Dr Niall Ramsden, will present a fire-hazard management workshop in 2016 for fuel-storage companies, refineries, fuel tank owners and fuel pipeline project personnel.

These workshops will highlight fire protection at large flammable-liquid and flammable-gas storage facilities, as well as oils, fuels, alcohols and solvents storage.

"The workshops will also cover fire-hazard management for natural gas and liquid petroleum gas use, highlighting discussions on foam types and equipment used, such as pump systems, fire-water and foam monitors, as well as design-type requirements and procedures," concludes Feldon.

(First printed in Engineering News.)



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## National crime statistics 2014/2015: SA businesses remain in the danger zone

Continued from P7

of any business.

Dr. Johan Burger, Senior Researcher for the Institute of Security Studies adds that the upward spiral of crime against business is part of an overall rise in serious and violent crime in South Africa. The reality is that businesses are forced to increasingly invest in security, to the detriment of expanding and growing their interests and providing employment

opportunities which in general contribute to our economic growth. As a consequence, we have all the right to expect Government to take hands with business and civil society to jointly tackle this threat.

Phillips says that businesses have to implement effective security measures to safeguard assets and large sums of cash in the store. It's also important to

consider changing traditional cash handling methods that by their nature, require many hands as well as people to supervise the people who handle cash.

A modern, automated cash management and payment service has proven to be an effective response to armed robbery, burglary, theft and cash shrinkage. But the solution should make use of a cash vault that is built to minimum Category 4 SABS standards if it is going to resist most of the common methods of forced entry and deflect the criminal to softer pickings within unprotected businesses down the street.

"Business owners should make use of a multi-faceted approach that will make the process of gaining illegal access to the cash, a difficult and prolonged one for even the most professional criminals.

"No business has to be a victim of crime. We have to continuously look for ways to safeguard ourselves. Our retail sector contributes hugely to our economy, the route to job creation, and the potential antidote to poverty. Let's safeguard it," says Phillips



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# Real time asset monitoring

TOUCHWORK – established in 2003 focusing on customer service measurement using SMS and web – recently launched a service, designed in South Africa, to monitor various sensors using cellular technology.

One of the uses of the Monitor and Tell system is to monitor and track fridge/freezer temperatures and their door status, as well as to maintain temperature records for compliance purposes. It sends instant alerts if the temperature or any other condition exceeds a set point.

“The hardware devices setup in each fridge has a single control unit that connects to the GSM networks with various sensor and alarm modules to assist in providing our clients a reliable and simple monitoring system,” says Rory Florence, COO of Touchwork.

#### Control module

The control module is the heart of the system and communicates with the various external modules via a simple RS485 bus.

The data that the control module collects is sent to the Kinetica platform every hour and any alarm conditions are reported immediately. There are a number of configurable alarm options available e.g. temperature, door left open, door opened out of hours, etc.

#### Sensor module

The sensor module has two sensor (temperature) inputs and two switch inputs. It is installed close to the equipment being monitored and continuously reports data back to the control module.

#### Alarm module

The alarm module is connected to the control module via an RS485 cable. It gives an audible and visual indication of any fault conditions. It has a reset button to silence the alarm and set alert tones.

#### Breakout module

The breakout module enables multiple modules to be easily connected to the control module.

“The reason we choose to operate over cellular network instead of WiFi was to ensure a reliable communication link and to make the unit as simple to install as possible, we can also fall back

to an SMS for communication if there is a problem with the data connection” Florence added. “This way, we can provide accurate and ongoing data.”

“We feel our monitoring system is more accessible to the industry than that of our

competitors. The unit is also not limited to fridge/freezer monitoring, it can be used to monitor anything that requires monitoring. One of our airport clients is looking at using the system to keep track of the opening and closing times of the

various airport shops to ensure that shops are open when they are supposed to be.”

Touchwork is currently at a pre-release phase for the Monitor and Tell and is looking to get this service out in the market by January 2016.



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## Real FMX for real analytics

MATERIALS handling productivity can be a contentious issue, with many variations on the measurements that are used to ascertain how well your machine or driver is working. "The truth is that there is only one method that can be used reliably and that is determining how much time is actually spent with a load on the forks. Not with ig-

inition on, as this can only tell you that the machine is on, not if

With Real FMX you can see the actual time spent with a load on

low levels.

"We can then go further and show run hours separated into 'Ignition On', 'Excess Idle', 'Wastage or Taxi Time' (time used where there is no load, but excessive travel) and 'Hoist Time' on electrics versus Load Time," continues Valentine.

Real FMX also allows you to separate driver productivity from machine productivity, even if machines are changing hands throughout the day.

"Usually you get told by the drivers how very busy they are. In many cases this is so, but there are also instances where this strays from the truth," says Valentine.

Real FMX measures 'Load' vs 'Run Hours' on the machines, but also uses individual driver's tags to track their productivity separately.

"This allows us to identify any driver on any machine at anytime. In turn this means a driver can only start machines he is authorised or qualified to start, and behaviour deviation is recorded and allocated to his personal record. Exceptions to the site parameters are immediately alerted to the supervisor or manager on duty for action, or recorded and reported later for follow up. We thus measure the time a driver is logged onto a machine/s and this is measured against how much load time has accumulated."

"Any effective decision-making process should be based on accurate information. Start helping yourself today with Real FMX."

Real FMX measures 'Load' vs 'Run Hours' on the machines, but also uses individual driver's tags to track their productivity separately.

it is working," states John Valentine, Director at Real Telematics. the forks, which can be separated into pre-calibrated high and

## Enhancing safety in manufacturing facilities with strip curtains



Apex General Purpose Strip Curtains are produced using specially formulated PVC material which is transparent for increased visibility.

ACCORDING to toolboxtips.com, 42% of all forklift fatalities occur within manufacturing facilities. While driver education on the correct operation of forklift trucks is a primary goal in reducing this risk, other elements also come into play.

Wim Dessing, managing director of Apex Strip Curtains and Doors, says that accidents can occur at internal entry and exit points as well as at points of transition between various sections in a manufacturing or storage facility. By ensuring that visibility is maximised, the risks associated with the movement of vehicular traffic can be substantially reduced.

Dessing proposes the use of strip curtains in doorways. "Apex Strip Curtains and Doors pioneered the use of flexible PVC strips in industrial applications more

than 30 years ago and the use of these transparent strips to cordon off doorways and sections of a plant ensure optimised safety in the workplace," he says.

Apex General Purpose Strip Curtains are produced using specially formulated PVC material which is transparent for increased visibility and will not discolour, crack or tear over time. The individual strips incorporate the company's patented Balledge feature which, while ensuring an effective thermal seal at all times, allows the strips to part easily allowing unimpeded movement of personnel or vehicular traffic. The Balledge design comprises a reinforced edge on the border of each strip that also provides extended life of the strips irrespective of the application in which they are used.

Another benefit

provided through the use of Apex General Purpose Strip Curtains accrues in the food and beverage manufacturing and packaging sectors in the form of enhanced hygiene. Sensitive areas such as food preparation are governed by the Hazard Analysis and Critical Control Point (HACCP) an internationally recognised food safety system that assists with the manufacture of safe food products.

Apex General Purpose Strip Curtains are HACCP compliant and play a vital role in the food and beverage industry by preventing the ingress of unwanted elements. This requirement is critical in the light of issues such as cross-contamination. Dessing says that production facilities as well as retail outlets have come to depend on strip curtains to minimise the entrance of dust and heat while at the same time facilitating easy access for personnel and vehicular traffic.

Apex General Purpose Strip Curtains are commonly attached to an overhead hanging rail and provide a cost effective and highly efficient way of separating atmospherically critical areas from temperature extremes and environmental pollutants. In addition to their obvious use at entrance and exit points, the industrial PVC strip curtains are also becoming increasingly popular as a means of temporarily partitioning areas within larger facilities.

"With an in-depth knowledge of the requirements under HACCP, our team is able to customise solutions that consider all design and regulatory elements within an operation," says Dessing.

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# Respected Rylands rewarded

CAPE TOWN's retail icon Woolworths Holdings – which now has a growing presence in Australia – has re-intensified focus on its local operations with what appears to be an inspired executive shake-up. Last month Woolworths appointed the highly rated Zyda Rylands to the new role of CEO of Woolworths South Africa. This means Rylands takes responsibility for the entire 'Food and Clothing' business across South Africa and Africa.

This restructuring effectively means all of the leaders of main business units – namely Woolworths South Africa as well as Australia-based David Jones and Country Road Group – report to group CEO Ian Moir. Rylands is a Woolworths veteran, having worked in various key roles during her 20-year stint with the retail business. Initially Rylands worked as an audit manager, but after 18 months was appointed as executive assistant to the Woolworths MD. She then headed up financial accounting and corporate planning, played a role as financial executive for all of Woolworths stores and then moved to Gauteng to head up a commercial division.

In 2004 Zyda was appointed 'Director of People', and in 2006 became the first female executive director to be appointed to the Woolworths Holding Board. In 2008 she was appointed as the Chief Operating Officer for support services, before being promoted to the MD for Foods in 2010.

Rylands, however, really came to the fore as the executive in charge of Woolworths Foods – which has become a cutting edge offering that has been able to sustain enviable trading margins thanks to innovative products and consistent quality. A Woolworth's press release pointed out that since Rylands appointment, Woolworths Foods had seen a hefty 83% growth in turnover as well as a 240% growth in profit.

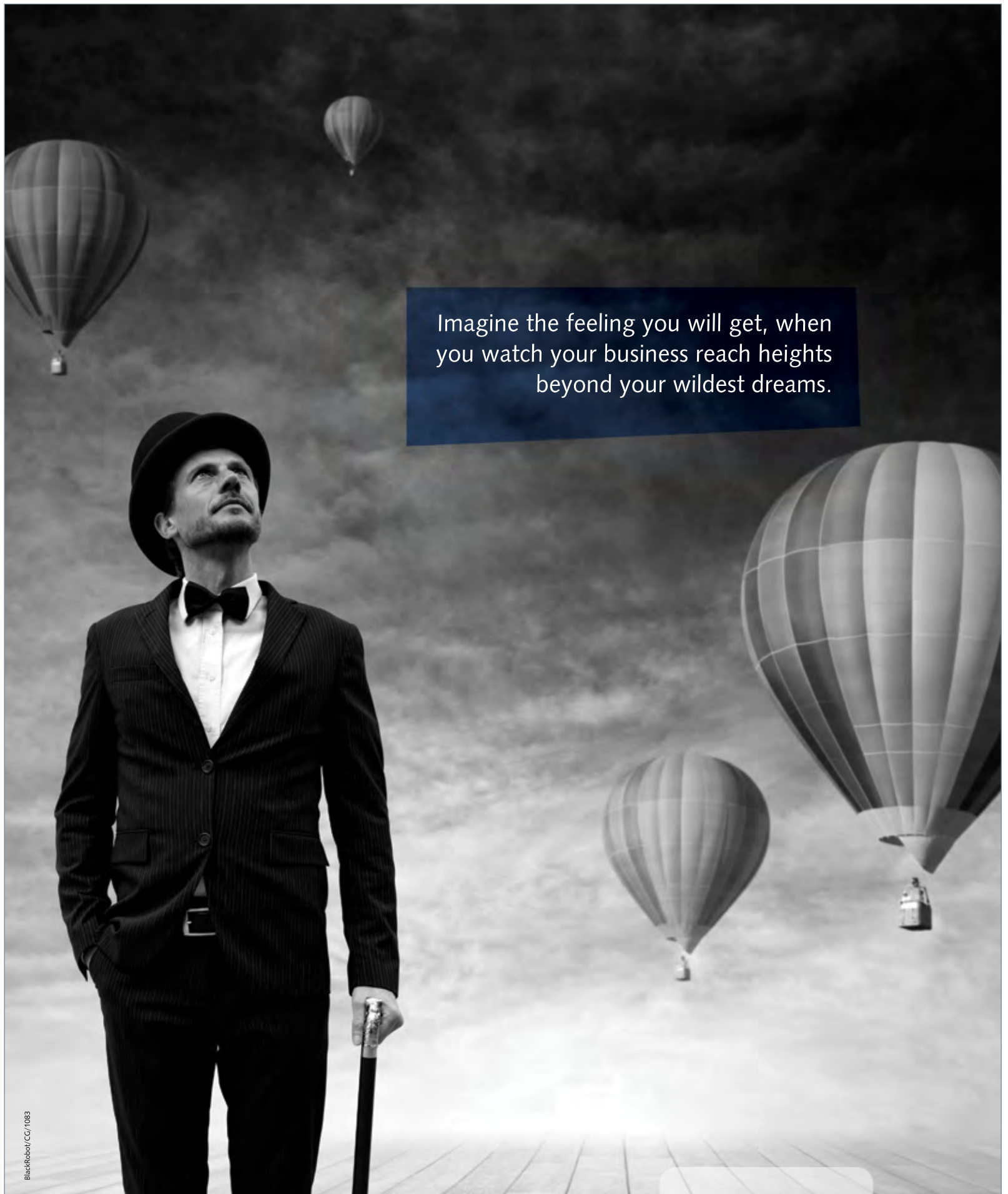
Moir noted, "Zyda is a talented and inspirational retailer and leader and has delivered consistently strong results as MD of our Foods business – growing both market share and margin whilst understanding and anticipating our customers' needs."

In the last financial year Rylands endured another successful period with Woolworths Foods, which produced a performance that was well ahead of the market. Total sales were up 13,5% with growth staying ahead of the market every month since September

2011. The gross profit margin increased from 25,3% to 25,7% – a commendable achievement in a dour consumer market. The key operating margin increased from 6,4% to 7,1 %.

Moir said that the recent acquisition of David Jones has turned Woolworth's

into a southern hemisphere retailer of scale. He stressed that ensuring each major business had a CEO that was clearly focused and responsible for driving growth and profitability, would better position the enlarged Woolworths to deliver its strategic objectives.



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# Have a blast

LAST month Spanish energy company Acciona and local construction giant Aveng finally got the wind turbines spinning on the Gouda

Power Producers Procurement Program (REIPPPP)

The Gouda development is a key step in alleviating South Africa's prevailing power generation hitches that have stemmed from operational stress at national power utility Eskom.

The commercial start-up at Gouda (domiciled in the Drakenstein municipal jurisdiction) comes about 10 months after Acciona and Aveng flicked the switch at their Sishen Solar Plant in the Northern Cape (a facility with a capacity of 94.3 MW.)

The Gouda wind farm comprises 46 three MW wind turbines with a total capacity of 138 MW – roughly equivalent to enough power to charge 200,000 South African households.

The 250ha facility consists of approximately 320,000 solar photovoltaic panels with single axis tracking for greater efficiency.

Dharmesh Kalyan, the MD of Aveng Capital Partners, said the Gouda project brought specialist capabilities in engineering, procurement and project management, as well as site clearing, bulk earthworks, construction of site roads, buildings and installations.

ACCIONA Energy South African CEO Rafael Esteban said the completion of the Gouda wind farm demonstrated a commitment to the development of a sustainable renewable energy sector in South Africa.

“Our specific contribution to this sector is marked by the use of latest-generation technology in both the wind and photovoltaic facilities we have developed.”

The turbines were designed and manufactured by Acciona Energy's Windpower unit – using robust and reliable design to meet the specific requirements of the wind farm operators.

The turbines are imposing with a rotor diameter of 100m and mounted on 100m high concrete towers (to reach the highest possible wind heights.)

The Acciona wind turbines are designed to generate at 12,000 volts – far in excess of the 690 volts more commonly associated with other turbine manufacturers.

Acciona and Aveng will manage the operation and maintenance of the facility during its contracted twenty-year lifespan.

During construction an average of 400 jobs were created with 600 to 700 people working at the time peak activity. The Wind Farm employs 15 full-time staff to manage the day-to-day operations of the facility.

Acciona Energy has confirmed plans to bid in the coming rounds of the REIPPPP to “intensify its activities South Africa,” while its Windpower subsidiary is negotiating the supply of wind turbines to companies who are currently developing wind farms in South Africa.

Aveng is also bullish about the alternative energy sector applications in South Africa. Kalyan noted that Aveng has over the past few years invested significant resources into the renewable energy Independent Power Producer (IPP) sector and has earmarked the sector as a key growth area.

“Both the Gouda and Sishen renewable energy projects are part of a larger portfolio of private infrastructure and concession type projects delivered and partially owned by Aveng.”

He said this was an exciting time for Aveng Capital Partners. “We welcome the opportunity to work with developers and investment partners to deliver IPPs and Private Public Partnerships across South Africa and selective markets in Africa.”



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# New component seal range is configurable-by-design

AESSEAL has launched a completely reengineered modular component seal range that aims to raise the industry standard and allow configurable component seals to be built to order.

With 10,000 product lines available from stock and over 44,000 product permutations configurable, it offers customers the greatest possible product availability, quality assurance and service.

The new range, in development for almost four years, incorporates unique patented features which help to improve pump reliability. These features include improved seal face cooling through directed fluid barrier flow systems, hydraulically balanced seal face technology, and plug-in designs to improve performance and reliability.

Incorporating a build-to-order philosophy, the new range offers a larger selection of product variants and standard product lines that can

easily be adapted to suit the customer's requirements.

By manufacturing the majority of the parts, and having full control of the supply chain, AESSEAL can now offer a much wider portfolio of seals.

"This has been a huge undertaking that not

many companies would take on, but we now have the same modular build-to-order business model in the component seal range portion of our business as that which we already offer in our cartridge mechanical seals," a company spokesman commented.

The new product range is further supported by the AESSEAL seal-selection app, enabling an equivalent AESSEAL component seal to easily be selected knowing just the pump type, competitor seal reference, or dimensional information.



AESSEAL's new modular component seal range.

## Locally produced cleaning capsules for your coffee machine

CAFFENU brings you the first cleaning capsules for Nespresso and Nespresso compatible coffee machines. It combines the convenience of a capsule with the functionality of the machine to clean the system quickly and effectively.

Rowan Isaacman, MD of local coffee pod distributor Coffee Capsules Direct, and developer of the Caffenu cleaning capsules says, "You can't believe some of the mess I have seen in the brewing chambers of these machines. Most of the time, a good thorough cleaning is enough to get them back up and running. That is the reason why I developed the Caffenu Cleaning Capsule. It removes all residue and build up in just two minutes."

On the availability of the product, Isaacman says that there are business opportunities to be had. "It is literally a brand new product, so we are currently selling it in South Africa through Coffee Capsules Direct. However, there is a lot of interest from other brands to take it on such as Caffeluxe and red espresso and we may approach retail stores in future. We are also actively looking for partners overseas to take it on, and signing up new distributors as we speak. Get in touch with us."



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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# H B Systems celebrates 20 years

H B Systems celebrates its 20<sup>th</sup> anniversary this year and took the opportunity to support the community in celebration. Based in Somerset West, H B Systems provides electrical and automation solutions to industry. Established by the firm's owner, Helmut Bartens in 1995, H B Systems possesses a diversity of electrical and automation engineering experience in applying PLC's and drive technologies, motor control, process control and instrumentation from straight forward systems to highly complex applications.

At its anniversary celebration – held

with clients, partners and staff – at the Lord Charles Hotel this month, Bartens and his team surprised the Helderberg Animal Welfare Society with a sizeable donation.

“We have had a good run for years and felt we wanted to do something for our local community. We all love of our four-legged friends and so decided that the Helderberg Animal Welfare Society would receive our donation of a “one-ton bakkie packed with animal food,” says Bartens.

“A combination of factors such as our ISO 9001 registration, quality products from our Siemens Solu-

tions Partnership and our comprehensive approach to providing customers with a total solution, has led to long-term relationships with both customers and suppliers” says Bartens.

We have well-established relationships with longstanding customers to whom we deliver a host of conventional and custom-built products that satisfy their highest demands of quality, performance and reliability. In order to do so our suppliers and service providers are an essential link in this chain.”

The diversity of its customer base can be gauged from a few ex-

amples of work entrusted to the company over the 20 years:

- Automation equipment supply for The Southern African Large Telescope (SALT) at Sutherland, the largest single optical telescope in the southern hemisphere and among the largest in the world.
- The refrigeration control systems for the Excellent Meat patty manufacturing facility at Elsies River where upwards of 700,000 hamburger patties per month are produced for Burger King SA.
- A number of fully automated pack-house systems for the citrus fruit and table-grape industry, from receiving to packaging for export and thought to be the first in South Africa.
- The supply of climate and environmental conditioning control systems – used for the operation of deep sea diving bells from dive support vessels.

H B Systems works together with PAM / EVERFLOW Refrigeration who are principal suppliers in the marine and industrial refrigeration industry

H B Systems' footprint covers automation and refrigeration projects in the Eastern, Western and Northern Cape, but its installation teams and technicians have been deployed as far afield as Mauritania, Nigeria, Tasmania, Europe, Chile and the DRC.

“The secret of the company's success,” says Bartens, “is fastidious attention to quality control and continuous investment in its employees through training and skills enhancement to ensure excellent value to their clients.”

## In the field of automation and drive technology

H B Systems provides design specification and engineering as well as programming and configuration which include procurement, installation, start-up, and commissioning services.

Working closely with preferred suppliers to provide a “complete systems” approach to the application, ensures that customers and end-users receive a reliable installation that performs as required.

## Switchgear and control panel design and construction

Design and construction services for electrical low voltage switchgear and control panels means that all systems are supplied with comprehensive documentation consisting of schematic diagrams termination schedules and component selection as required.

Complete, pre-wired panels and motor-control centres for installation in the field, or in control room or MCC environments are regularly supplied.

## Start-up and commissioning of automation systems

An important service is provided that occurs at the critical, near-completion stage of projects when all of the planning, design, and construction efforts converge and the time draws near to push the ‘start button’.

Prior to starting up any new automation facility, checks must be made on the status of all components and systems, to ensure that they will function as required, when required.

“It is at this, often stressful, stage that our experience is most valuable in managing unforeseen complications quickly so that these do not negatively impact



Helmut Bartens, owner of H B Systems.



Helmut Bartens hands over a one-ton bakkie to the Helderberg Animal Welfare team.



The H B Systems team celebrate 20 years of business.

the project schedule or costs. We will see a project through to the end and provide the services critical for a successful completion,” says Bartens.

A testing and troubleshooting resource for automation systems is accessible when problems occur on-site or when extra help is required. Appropriate testing equipment is available to conduct testing and provide coordination for third party testing, on behalf of customers.


## Materials and services procurement

In addition to technical services, H B Systems also provides

procurement services, sourcing and purchasing materials or equipment on behalf of customers.

Arrangements may include alliances or preferred pricing agreements. “I've always believed in solutions before price,” concludes Bartens, “and our reputation assures customers of ‘complete solutions from inception to commissioning.’”

“We are looking forward to continue working alongside our clients who have been supporting us throughout the years, and to provide them with the service excellence, we at H B Systems believe we stand for.”



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# Zest WEG group introduces advances in electric motor control and protection systems



The WEG RW\_E electronic overload relay is designed for increased reliability.

THE continuous pursuit for improvement and cost reduction in industry has seen a rapid evolution in the development of electric motor control and protection systems. “To ensure that we meet all the needs of industry in this regard, as well as keeping abreast of the latest trends and developments, the Zest WEG Group has introduced the WEG range of RW\_E electronic motor protection overload relays, to complement the range of smart relays,” Stephen Cook, switchgear manager at Zest WEG Group, says.

The WEG RW\_E electronic overload relay is designed for increased reliability in terms of the protection of low voltage three phase motors in sinusoidal 50/60 Hz networks where reliability, low power dissipation and ease of maintenance are critical requirements. The WEG RW\_E electronic overload relay has been developed in accordance with the IEC 60947-4-1 and UL 60947-4-1A (UL 508) international standards.

RW\_E Electronic overload relays are highly reliable devices intended to protect motors, controllers and branch circuit conductors against phase failures and overloads that can result in overheating.

These critical products play a vital role in overall system performance and efficiency and are designed to protect three phase and single phase AC motors.

The electronic overload relay has no power contacts and therefore cannot disconnect the motor by

itself. Instead, motor overloads or phase failures increase the motor current, which in turn trips the mechanism and switches the auxiliary contacts.

When wired properly in series with the coil of the contactor, these auxiliary contacts will de-energise the contactor in the event of an overload.

This means the contactor itself disconnects the power supply to the motor, halting its operation. Another handy feature is that, once tripped, the relay will only reset once the motor has cooled down, preventing costly dam-

age. The WEG RW\_E electronic overload relays are temperature compensated, which means that the trip point is not affected by temperature and it performs consistently at the same current value.

In order to ensure rapid tripping in the case of phase loss, and thereby protecting the motor and avoiding costly repairs or additional maintenance, the WEG RW\_E relays include phase failure sensitivity protection as a standard feature. They can be mounted directly onto the WEG CWB and CWM contactor ranges which make for highly reliable and flexible motor starting units.

The Zest WEG Group’s range of motor protection and starter products includes modular contactors of up to 800 A (AC-3), compact contactors of up to 22 A (AC-3), control relays, motor protective circuit breakers of up to 100 A, enclosed starters (plastic or metallic), customised starters for OEM applications and overload relays.

The WEG family of smart relays includes the WEG SRW product with HMI and fieldbus capability and Profibus, Modbus and Ethernet.

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# Operation Phakisa in the spotlight at Maritime Africa conference and exhibition

TO date, 2015 has seen many exciting developments for the local maritime industry. President Zuma's Operation Phakisa, which is said to have the potential to contribute up

to R177bn to GDP, has put the spot light on the local ocean economy and its related stakeholders and urged the sector at large to realise the immense potential the ocean has to

play in contributing to a thriving economy.

The theme - *'Enabling a secure maritime domain for the ocean economy to flourish'*, will attract experts from marine protection and

governance, marine transport, manufacture and repairs, offshore oil and gas, fisheries and aquaculture, alluvial and marine mining.

Operation Phakisa is a key focus for this year's conference and it provides the opportunity to engage with professionals from the maritime industry as they discuss unlocking the potential of the South African maritime security and ocean economy, in a secure and sustainable environment.

Maritime Africa will also feature a first-rate exhibition where over 70 suppliers from across the globe will be showcasing the leading technology and equipment on offer to the maritime sector.

Confirmed attendees to date include:

- Paramount Group Naval Systems
- Centre for Asia Studies
- Marine Industry Association of South Africa
- ISS
- NSRI
- Engen Petroleum
- South African Navy
- Bombardier
- Coega Shipping (Pty) Ltd
- CSIR
- Veecraft Marine
- ECA Group
- Denel
- DeBeers Marine South Africa
- Department of Transport
- Guardian Maritime
- MTU
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- SAAB Grintek Defence
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**Maritime Africa will be taking place from 23 – 24 November at the Cape Town International Convention Centre (CTICC.)**



# Engineering students develop future technology

ENGINEERING students at the University of Witwatersrand (WITS) are aiming to revolutionise the food and beverage industry by developing new concepts and innovative designs as part of their participation in the 2015 PneuDrive Challenge, sponsored by SEW-EURODRIVE. The annual PneuDrive Challenge aims to provide mechanical, electrical and mechatronic students with the opportunity to combine theory with the latest drive engineering technology.

They are expected to come up with a concept design and business case, which involves cost analyses and the feasibility of companies using their designs.

Three teams at WITS are working hard to win top prize – a ten-day, all expenses paid trip to Germany, where the winners will present their design to the head office of the sponsor company. The competition sees universities receiving state of the art equipment for their laboratories from the sponsor as part of their prize.

## Autonomous robotic cleaner

The first team consists of Vuledzani Madala, Portia Sibambo, Tisetso Ramolobe and Nkosinathi Shongwe. They are designing a robotic floor cleaner for hazardous environments.

The team came up with the concept of the robot after visiting a brewery in Pretoria and identifying the need for this design. They all contributed different concepts before agreeing on a final design.

The robot uses a mechanical broom and mop, which extends to the floor and absorbs liquid, while pushing solid waste inside its storage bin. The autonomous cleaner is able to separate liquid waste from solid waste without assistance.

Their design is focused on assisting industrial companies to avoid the costs of paying external cleaners, however, they must also support their business case by including cost comparisons between using their robot, and employing cleaners.

Sibambo, who is the leader of the group, focused on the pneumatic system while the others split the drawing, design and research among themselves.

“The team has finished the basics of the design and is looking to using 3D printing for the outer design of their robot. The selection of components will depend on the engineering calculations and system requirements that the group does,” she explains.

## Turning waste into energy

The second team consists of Craig Daniel, Micha Dedekind and Richard Grieves. Their project is based on waste reduction, by converting organic waste to methane through anaerobic digestion.

They aim to cut costs for businesses by giving

them the opportunity to use renewable energy. Daniel indicates that they are focusing on the elements that need to be controlled in order to get the pH right within the tanks and to ensure that they do not over-pressurise.

“We will use commercially-sold, low-pressure storage units that will be stored above ground, a

few metres away from the building, to prevent incidents. We have had to learn a few new things, such as; the inner workings of a reactor, explosion-proof equipment and instrumentation, in addition to using a gas separator, as well as the regulations involving double bladder storage of the methane,” he comments.

For their business case, Daniel’s team claims that their design will help companies to not only get rid of their waste in-house, but to convert that waste into a bio-gas that can be used for other purposes such as heating. Although they admit that it would be costly to set up, they



WITS engineering students develop future technology.

Continued on P21

## Marine Data Solutions: lighting up the African coastline



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# MOMA to help put bones on Operation Phakisa

OPERATION Phakisa, an ambitious government initiative to unlock the "blue economy" of South Africa's oceans worth an estimated R177bn by 2033, has received some criticism from stakeholders for its slow uptake since launch in October 2014. However, many industry participants feel the plan has massive potential for economic growth and the creation of up to 130,000 jobs.

Helping to fully realise that potential is the biggest objective of next year's Maritime and Offshore Marine Africa exhibition (MOMA), one of the three related

expos that make up the acclaimed Cape Industries Showcase (CIS) event. MOMA at CIS takes place from 13 to 15 July 2016 at the Cape Town International Convention Centre.

"The Maritime and Offshore Marine Africa exhibition provides an opportune and convenient business networking platform to expand and accelerate the rollout of Operation Phakisa directly at its intended industry sectors," says show organiser John Thomson of Exhibition Management Services.

At its launch, President Jacob Zuma said

Phakisa would ultimately produce up to 370,000 barrels of oil and gas per day and create 130,000 jobs, contributing about \$2.2bn (R29.5bn) to the GDP and reducing the country's dependence on oil and gas imports.

"Operation Phakisa is essentially about leveraging every viable opportunity from South Africa's extensive coastline and its strategic location, and the MOMA exhibition fully embraces its vision and objectives," adds Thomson.

"MOMA is the ideal event for connecting industry experts, compa-

nies, stakeholders and public-private partnerships with capital and resources to take Operation Phakisa to the next level. We sincerely believe the envisaged targets will deliver tangible benefits to all strata of the South African economy."

Exhibitors at MOMA include ship builders and repairers, marine engineering and offshore mining companies, fluid technologies and hydraulics businesses, fishing industries and many other related ancillary sectors serving marine and maritime industries. In 2014 the Cape Industries Show-

case attracted over 100 exhibitors from 13 countries including the US, Germany, Turkey, Poland and Italy, and visitors from 29 countries attended.

South Africa does not benefit much from its maritime economy despite high levels of activity, according to researcher Timothy Walker. About 30,000 vessels pass through South Af-

rican waters every year, and 13,000 of these dock at its ports. However, only about 1,500 undergo maintenance.

"Shipping traffic is just one of so many potential opportunities offered by South Africa's marine and maritime resources and infrastructure. MOMA is the place to discover these and more," concludes Thomson.

The Cape Industries Showcase (CIS) combines the *Maritime and Offshore Marine Africa Expo*, the *Oil and Gas Africa Expo*, the *Cape Logistics expo*, the *Refrigeration and Air-conditioning Expo* and the *Empowertec Cape SME Expo* in one co-located event at the Cape Town International Convention Centre, from 13 to 15 July 2016.

## Scaffolding and more for projects great and small

SGB-Cape, a division of Waco Africa, says it is the largest supplier of scaffolding services to all the key marine ship repairers including projects in the oil and gas and the marine mining sector. SGB-Cape has a branch opposite the Robertson dry dock and promises a professional service with quick response times to all clients.

This office has managed both small projects – such as synchro lift – and large projects such as the semi sub platforms at A and L berths.

SGB-Cape supplied all the access scaffolding to the Scarabeo 7 project,

which has to date been the largest vessel refurb project ever undertaken in the Cape Town harbour. At the project peak, on the Scarabeo 7, SGB-Cape had 600 tons of material and a daily labour force of 160 personnel recording zero injuries for the duration of the project.

The company's scaffold services include:

- Turnkey projects – personnel and materials
- General marine maintenance
- Offshore personnel supply

In addition, SGB-Cape offers Industrial and Marine Coating services that include specification, application and a choice of industrial coating and surface preparation recommendations. These services are designed to meet the harsh conditions encountered.

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**Exhibitor Profile:** Ship building and repair, marine engineering, fishing industry, workboats, oil rig servicing, logistics, support services and all aspects of maritime endeavour.

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# Potain Tower Cranes set the pace for contractors

ALTHOUGH the majority of contractors see a tower crane as simply another piece of materials handling equipment, this is not how Manitowoc views this vital tool which is a common fixture on most construction sites around the world.

Tower cranes are often the determinant factor when it comes to productivity on a construction site, and ongoing product development by Manitowoc is aimed specifically at enhancing the return on investment (ROI) for customers. David Semple, Manitowoc VP Sales Middle East and Africa, explains that there are a number of things which define the ROI on a tower crane and chief amongst these is the productivity of the machine.

"The speed at which a tower crane can lift and place loads is directly linked to the produc-

tivity that a site will be able to achieve on any given day," Semple says. "Fast track projects have become the standard throughout the world today and being able to build rapidly is a major benefit to any contractor. This makes the speed of materials handling the all-important difference between meeting the construction programme or not."

"There is a significant difference in the speed at which construction can take place based on the amount of materials moved in a single working day. For example, whether you can pour 100 buckets of concrete or 120 buckets can have an impact on the daily build programme," he adds.

In addition to operational productivity, the speed of erection and disassembly of the tower crane is just as impor-



*Productivity of a tower crane could also be compromised if it is not correctly configured as it would then not operate optimally. Here a Potain MCT 370 is being used to handle materials on a dam construction project.*

tant. This also receives attention during engineering as the speed at which the tower crane is erected will dictate the site's accessibility to materials. Furthermore, the speed at which the unit can be climbed also has an impact, especially where the building being

constructed is high rise. "An example where advanced engineering has made a difference is

in the tying of the Potain tower crane into a high rise building as it climbs. This can be done in six hours as opposed to the conventionally accepted eight hours with other similar cranes," Semple says. Dismantling of the machine is also important as this too is a time related task. The Potain tower crane has been engineered to facilitate speed of erection as well as dismantling, and its ergonomic design makes it easier for rigging crews and ensures optimal safety during both activities.

Productivity of a tower crane could also be com-

promised if it is not correctly configured as it would then not operate optimally. An example of this could be where the winch is undersized and the tower crane could then become a bottleneck on site, slowing down materials handling and subsequent construction activities.

Torre Lifting Solutions, SA French division, is the southern African distributor for Potain tower cranes and Quentin van Breda, technical director says that it is important that contractors partner with a reputable equipment supplier who has the depth of technical skill to appropriately configure a tower crane for a specific application.

"Tower cranes should be constructed to maxi-

mise productivity without breaching operational performance or safety protocols," he says. "And this requires the input of experienced people who understand both the technical ability of the crane as well as the actual site requirements."

Manitowoc operates a Product Verification Centre (PVC) in France where all major components are tested to ensure structural and operational integrity. Components are subjected to climatic extremes and stress through simulated tests. Manitowoc is the only crane manufacturer that invests to this level to ensure the absolute integrity of its final product.

## Making our seas safer and more visible

MARINE domain awareness (MDA) is a concept which has far-reaching ramifications. It is one which has developed and grown, in recent times, to incorporate a variety of disciplines, behaviours and technologies, and as such, represents a convergence of systems and requires close co-operation between a cross-section of maritime and related stakeholders.

"With the capacity to provide relevant and timely maritime intelligence, MDA brings together two critical resources: technology and people," says Steve Nell, Managing Director of Marine Data Solutions (MDSol) – a Cape Town-based solutions provider in MDA systems and solutions.

Nell is proud of South Africa's standing when it comes to global maritime technology. As an example thereof MDSol has, over the past eleven years, become a strong presence in the ports and maritime sectors, both in South Africa and on the African continent.

### The risk factors at sea

Approximately 90% of the world's trade is

seaborne and there are more than 139 million square miles of ocean with over 100,000 ocean-going vessels. There is much at stake for shipping lines around the world, and the total cost of issues such as piracy, delays and accidents are estimated to be in the US\$ billions per annum.

"Coastal surveillance, vessel management and early warning systems, and the generation of specific, relevant data are becoming crucial to risk mitigation and ensuring safety at sea. But beyond safety and security, there are other, far-reaching benefits of a holistic and effective maritime intelligence technology platform," says Nell.

MDA systems have the capacity to generate real-time maritime data and information, enabling ports authorities, shipping companies – and indeed any related stakeholder in the industry – to predict shipping patterns, including concentration of vessels along the coast line at any given point in time, fuel requirements, services and repair, in order to make informed decisions.

### Helping to build economic stability

For Operation Phakisa, the government's strategic drive to fast-track economic development, MDA has significant implications. The first implementation of the programme is focusing on unlocking the economic potential of South Africa's oceans.

"MDA affords stakeholders enhanced control over their assets within the maritime domain. It is about protecting those assets, and also identifying the opportunities in terms of targeting new markets," says Nell.

MDSol, as a subsidiary of Norwegian technology company the Kongsberg Group, is able to provide cutting-edge solutions for the African maritime market. Systems include Vessel Traffic Management and Information Systems (VTMIS), ports and coastal surveillance, automatic identification systems (AIS) and aids to navigation (ATON.) MDSol, driven by the needs of Africa's maritime authorities and associated industries, has among its key customers

Continued on P20

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f t in

# Making our seas safer and more visible

Continued from P33

the Transnet National Ports Authority (TNPA,) the South African Maritime Safety Association (SAMSA) and the Namibian Ports Authority (NAMPORT) amongst others. MDSol has installed and upgraded VTMIS systems in eight of South Africa's ports, and has installed AIS base stations and associated systems for the maritime authorities in

Kenya, Tanzania, Comoros, Madagascar and Mozambique.

## A range of applications: 'different things to different people'

Marine domain awareness - defined by the International Maritime Organisation as 'the effective understanding of anything associated with the

maritime domain that could impact the security, safety and economy [of a country], or the environment' - means different things to different people, says Nell.

"Ports authorities, for example, depend on accurate data and intelligence for better efficiency and in order to optimise resources. MDA solutions provide credible and relevant

information regarding maritime traffic, statistics regarding shipping lines and other strategic information.

"Safety organisations have enormous responsibilities in terms of the environment and saving lives at sea by providing alerts, managing debris or spillage and sea rescue operations. SAMSA has 27 million square miles

of ocean to monitor - MDA technologies enable quicker and more effective responses."

Because MDA provides reliable and credible data, it has a wide application in naval defence operations through intelligence-gathering and the appropriate deployment of resources. Furthermore, this data hub has the potential to provide critical information to other stakeholders, such as the South African Revenue Service (SARS) and businesses involved in export and import. MDA, therefore, has benefits which have far wider impact than just the maritime industry.

"MDA is not only about technological integration but also about networking and collaboration. It concerns shipping lines, ports authorities, safety organisations, border control, as well as private enterprise. It requires a collective commitment to creating a safer and more visible marine environment which will have far-reaching benefits for all concerned, and in our case, for Africa as a whole," concludes Nell.

# GAC Shipping puts the wind in your sails

"GAC South Africa's local know-how and in-depth knowledge of the nation's shipping and logistics industry is supported by our highly experienced team of professionals. We focus on delivering world-class performance and service with innovation, safety and quality. We believe in nurturing strong relationships and working with our customers to reach their strategic goals and to keep their business moving," says Eric Barnard, Managing Director of GAC Shipping SA who spoke to Cape Business News in a recent interview.

GAC South Africa also has the advantage of the global reach and resources that come as being part of the GAC Group

GAC Shipping S.A. (Pty) Ltd. has been providing a full range of ship agency services to vessels calling at all major ports in South Africa and Namibia since 1998. It also provides a range of complementary services such as bunker fuel supplies, husbandry and complete range of logistics support, including warehousing in South Africa and beyond, reflecting the country's status as a gateway to Africa.

"GAC South Africa also has the advantage of the global reach and resources that come as being part of the GAC Group, a global provider of integrated shipping, logistics and marine services."

As local ship agent, GAC Shipping acts as representative for and on behalf of vessel owners and operators, calling at ports throughout South Africa, Namibia and Mozambique, attending oil and gas rigs, offshore vessels, dry-docking projects, tankers, breakbulk cargo, general cargo, bulk cargoes (coal and

iron ore,) bunker fuels and more.

"To ensure the best possible service and claim our stake in the local maritime community, we work with carefully vetted local vendors and suppliers for procurement, and invest in our staff training and learner ships," assures Barnard.

GAC Shipping offers the maritime industry the following services, backed by its global team of professionals:

- Dry-docking support
- Oil and gas project management
- Warm stacking of vessels
- Semi-cold stacking of vessels
- Vendor management
- Local and international procurement
- Dry-docking support
- Ship-to-ship cargo transfers (offshore and in port)
- Bunker supply
- OPL / anchorage assistance
- Ship supply services
- Crew services

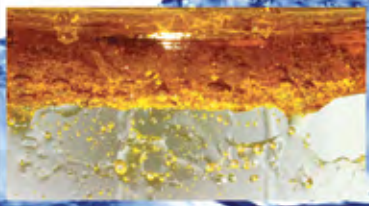
Barnard shared his insights into the South African shipping sector and where the country should be focussing its efforts, "The South African Maritime industry is strong, with all of our ports being frequented by global vessel owners - in particular those engaged in the container sector. However, South Africa's ports have the potential to attract much more business. To do so, the twin obstacles of high costs and insufficient infrastructure and local skills must be addressed. Until they are, some vessel owners will continue to bypass South Africa and instead call at Namibia's ports for repairs and more."



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# Maximised machine uptime with electrical products from Powermite

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

"Quality and reliability are prerequisite for extending the lifecycle of products operating in the notoriously stringent mining environment to optimise uptime and productivity," says Powermite Director, Donovan Marks. "Our range of electrical products manufactured locally by Proof Engineering and Ampco are ISO9001:2008 compliant. Both operations also respectively carry SABS approval to IEC60079 Part 1 and 2 and SANS 1489 - 2005, and to 60309 Part 1 and 2. Marks adds that local manufacture ensures rapid product and spares availability, another vital element to maximising production levels.

Proof Engineering has over 45 years' experience in the manufacture of world class components, equipment and systems for mining, marine, industrial and general engineering applications



Mennekes range of plugs and sockets from Ampco.

across southern Africa. The company's stable of electrical products is used on machinery operating in both underground and opencast mining such as continuous miners, shuttle cars, pumps, tunnel boring machines, transformers, gate end boxes, etc. Proof produces PLM366 and 415/515 plugs and sockets as well as an 11KV 800A tunnel coupler and adaptor for open cast applications.

"We also have a 22kV 400A coupler for draglines and we recently extended our product offering even further with the launch of a

new 35kV 400A coupler and adaptor for overhead line skids," adds Marks. An extensive series of plugs, sockets, couplers and adaptors, ranging from 120A 1.1kV to 400A 12kV, is also available from Proof for underground equipment.

Unique to the offering from Proof Engineering is the phase-to-phase segregation which eliminates the risk of phase-to phase-faults which, in addition to costly downtime, can cause serious injury to personnel. Another innovation from Proof Engineering is the unique ProAlloy

coupler which is manufactured from non-theft material. Marks explains that in addition to the fact that this material combination of zinc, copper and aluminium makes the coupler 33% lighter than its brass counterpart, it also holds no resale value. The subsequent reduction in theft risk lowers the potential for unplanned downtime and subsequent production losses.

Ampco manufactures plugs and sockets suitable for certain underground operations as well as a product range that primarily focusses on industrial applications. Available from 16A to 63A, 200-230Volt, 16A to 125A 380V to 400V and 16A to 125A 500V to 525V, these products are ideally suited for mobile generators, pumps, welding machines, factory installations, etc.

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

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

## Engineering students develop future technology

Continued from P17

insist that the long-term cost benefits outweigh the set-up costs.

### Depalletizer for bottle recycling

The third team consists of Muhammed Mangera, Markus Janse van Rensburg and Mikhail Villet, who are designing an overhead arm that picks up plastic sheets and removes them from empty bottles inside pallets. Janse van Rensburg explains that the main focus of the design is the recycling of bottles. "We would like to tar-

get companies that do depalletising manually, as our design eliminates the process of having to unpack, clean, refill and thereafter recycle."

In deciding on this invention, the team looked at small to medium sized factories and how the bottles are tipped as they are transported on the conveyor, resulting in breakages. Their invention will not tip the bottles, and is also versatile in that it can be used for any bottle shape.

"Our design is compact, high-performance and requires minimal

maintenance. As a result, we believe we can improve productivity, resulting in time and cost savings," Janse van Rensburg adds.

All three teams from WITS will send through their designs for judging by 8 October 2015, along with teams from other universities nationwide. The winning team is due to be announced in December 2015.

SMC Pneumatics South Africa has announced that they will be the pneumatic partner for the competition going forward.

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The Beira Terminal in Mozambique is aimed at strategically boosting security of supply and strengthening the supply chain in the region.



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# Engen launches Sub-Saharan African supply corridor

ENGEN has significantly increased its supply capacity to southern African countries with the launch of Beira Terminal in Mozambique. The new terminal is aimed at strategically boosting security of supply and strengthening the supply chain in the region.

An official launch was held on September 4<sup>th</sup> attended by the Governor of Sofala's representative, Ricardo Nhacungue (permanent secretary); the Mayor of Beira's representative, Jose Manuel Moises (Institutional Councillor) and dignitaries from Sofala Province and the oil industry.

The 24,000m<sup>3</sup> Beira Terminal will supply petrol, diesel and lubricants to the main hubs in Mozambique, as well as to other countries in Southern Africa where Engen has operations, including Zimbabwe.

"We've tested railway capabilities from Beira to Bulawayo in Zimbabwe and to Francistown in Botswana, which was very successful. In essence this means that we can take some pres-

sure off of our Durban Refinery and supply Botswana and Zimbabwe directly from our new depot," says Drikus Kotze, General Manager of Engen's International Business Division.

The depot's strategic value is to ensure we meet our growth and future market share targets and to establish another supply corridor into Southern Africa. This will ensure security of supply for Engen's operations there, says Teodomiro Sarmento, Managing Director of Engen Mozambique.

"Having sufficient capacity in the region will reduce our dependency on third parties, lessen our cost of supply through pipeline, and improve efficiencies."

Kotze, says the investment reaffirms Engen's strong commitment to the Mozambican market and the African continent.

"Where others have disinvested in search of more profitable upstream opportunities elsewhere, Engen has invested extensively in these regions, sup-

plying infrastructure, harnessing local skills and business partnerships, and giving back to the communities in which we operate."

The company has been on a recruitment drive to find local staff to run the depot and all positions have now been filled with local personnel. The depot is fully operational and the first pipeline injections were successfully executed.

Engen started operations in Mozambique in 1996. Since then, the company has invested continuously in the country by creating jobs; establishing supply and service contracts from local suppliers, as far as possible; and contributing to the economic growth of the country, says Sarmento.

Over the past 19 years, the company has built up a retail network and a diverse portfolio of commercial customers, including global mining giants Vale do Rio Doce and Rio Tinto (note in 2014 Rio Tinto sold its operations to International Coal Ventures Ltd (ICVL) an In-

dian company.)

Engen has fuel storage arrangements with third parties in Maputo and Nacala, and as well as the fuel terminal in Beira. It also operates lubricants warehouses in Maputo, Beira and Tete.

In 2011, Engen acquired Chevron's assets, infrastructure and business in Mozambique. A two million-litre depot at ICVL Benga coal mine was built in 2012, as well as a 500,000-litre bulk lubricants facility at Vale Moatize coal mine in 2013.

Currently, Engen's operations cover the main hubs in the three geographic regions of Mozambique. The company also operates service stations from Maputo Province in the south to Tete in the Centre. Expansion plans will cover growth areas, in northern Mozambique, particularly in Nacala and Pemba, and the main corridors.

Sarmento says further investments are planned in future to increase the depot capacity in line with market demand.

## Atlas Copco and Zonke - keeping customers in the driving seat

ATLAS Copco Construction Technique distributor, Zonke's specialist maintenance and repair services extend the life cycle of hydraulic

equipment to maximise uptime and improve productivity for customers in the construction and mining industries.

ZKE Zonke Enter-

prises, a BEE partnership founded in 2004, is owned by directors, Mike Freer and Holger Worm who collectively have 60 years' experi-

ence in the hydraulic industry. The company's main focus area is the management of sand and stone quarries including drilling, construction, land development and associated hydraulic products. All services, installations and repairs of hydraulic equipment such as hammers, cylinders, pumps and valve banks as well as rock breakers, stationary pedestal breakers, motors, etc. are carried out at Zonke's repair facility in Alrode South, which has the capacity of handling equipment of up to five tons.

Zonke is responsible for servicing and repairing Atlas Copco hydraulic attachments and consumables as well as the sale of AC breakers to the construction and mining industries.

"Our excellent six-year relationship with Zonke, their professional service ethic as well as the numerous synergies we share, particularly when it comes to customer service, made the appointment of Zonke as an Atlas Copco distributor in December 2014 the next logical step," states Amanda Roets, Area Sales Manager – Hydraulic Attachments, Atlas Copco South Africa.



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## Atlas Copco and Zonke - keeping customers in the driving seat

Continued from P22

Product reliability, fundamental to uptime and sustained productivity, is determined by two factors namely the quality of a product as well as the quality of the service that supports that product. Atlas Copco and Zonke consider maintenance and quick response time central to a complete service offering.

"Customers demand reliable performance from their equipment," says Worm. "Maintenance, if done regularly by qualified technicians, will extend equipment life and reduce the risk of unexpected failures, consequently shrinking operational costs and increasing uptime. We support our maintenance and repair offering with an on-site condition monitoring service. To further assist customers in keeping downtime to an absolute minimum, we always strive to deliver quick turnaround times and we keep spares in stock which allows us to manage equipment effectively." Freer and Worm affirm that larger premises are on the cards which



Atlas' Mike Freer (left) and Holger Worm from Atlas Copco distributor ZKE Zonke Enterprises.

will further improve customer service.

Freer and Worm have already seen the value of being an Atlas Copco distributor. "It is a huge advantage to have the platform of a large company and to be able to supply and service the industry leading Atlas Copco brand. Our distributor status gives us the ability to source stock and spares within the large Atlas Copco group and we are able to hook into the Atlas Copco network and market share. It has

been our strategy over the last seven years to increase market share in the hydraulic mining sector with the range of products and services that we promote. Since 2013, we have seen a significant increase, especially in the hydraulic hammer and excavator repair segment and we are confident that this trend will continue because it is our responsibility as an Atlas Copco distributor to make this happen."

According to Freer and Worm, training is

a vital component in the full service formula. Worm who is a qualified hydraulics service engineer, recently attended a one-week practical training workshop presented by representative from Atlas Copco Germany. "The quality of Atlas Copco's training is indisputable and adds true value for our staff who regularly attend these courses." Zonke also offers training to customers on minor repairs."

Establishing good customer relationships and ensuring the sustainable delivery of excellent customer service are sacrosanct for Atlas Copco. "When our customers purchase Atlas Copco equipment they make an investment. Hence it is important for us that the service support customers receive match our product quality," says Roets. "We never stop looking for ways to improve our service offering and Zonke assists us in enhancing our customers' service experience as well as increasing our footprint in the construction and mining industries."

## Multilayer Steel cylinder head gasket sets from IPD for CAT C13 engine rebuilds

METRIC Automotive Engineering has made the latest Multilayer Steel (MLS) cylinder head gasket sets for Caterpillar C13 engines from IPD available to the local rebuild market. "The MLS construction features a graphite mating surface treatment," Andrew Yorke, operations director, says. It comprises a heavy-duty, high-temperature steel graphite head gasket bonded mechanically to a perforated steel core.

The Cat C13 is a common industrial engine found typically in stationary engine applications such as drill rigs, compressors and power generation, which all feature a high constant load. The MLS cylinder head gasket set from IPD is designed specifically for Cat C13 engine overhauls.

"What IPD has done is provide additional thickness on the head gasket. This compensates for the fact that when an engine's major components are overhauled, they are skimmed and height is lost on the block, which a critical dimension," Yorke says.

The fact that it has a graphite layering makes it far more tolerant of extreme heat conditions

and therefore prolongs engine life. This is important in African operating conditions, where engines tend to run at

higher temperatures.

Metric Automotive Engineering represents IPD in the local market, a leading aftermarket

provider of engine components for heavy-duty diesel and natural gas powered engines based in the US.

## SA Defence Force chooses Cat



Lefa Mallane, Head: Government Relations at Barloworld Equipment Africa, together with South African National Defence Force personnel at the Isando campus in Johannesburg.

ARMSCOR (Armaments Corporation of South Africa) has appointed Barloworld Equipment as its sole supplier for their earthmoving equipment replacement programme. The agreement applies to Category 1 and 2 machines in terms of Armscor's MOEMS (Militarised Operation Earthmoving System) project. Armscor is a dedicated organization servicing the material and allied requirements of the South African Department of Defence.

Cat machines procured by Armscor are deployed with the SA Army Engineer Formation and will support the Department of Defence's internal and external

construction requirements.

Allied to these activities will be the South African government and the Department of Defence's involvement in United Nations and African Union missions on the continent.

Here the SA Army's Cat machines will play their part in building essential infrastructure, such as roads and potable water reticulation.

Barloworld Equipment is the sole supplier for parts, service, training and support, with comprehensive coverage provided via their southern African network when necessary and required.

To date more than 40 Defence Force personnel have been trained

and certified at Barloworld Equipment's Operator Academy in Isando, Johannesburg on a range of earthmoving machine classes. Train-the-trainer courses are also being run for SA Army operator facilitators at the Academy, as well as army maintenance support technicians at Barloworld Equipment's Technical Academy.

Cat units supplied to date include Cat D6R and D8R track-type tractors, a Cat 824K wheel dozer, a Cat 323D2 L hydraulic excavator, Cat 428F backhoe loaders, Cat 950H wheel loaders, Cat 246D and 277D skid steers, as well as latest generation Cat 120M and 140M motor graders.





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# Saldanha Bay IDZ still full steam ahead

CONSTRUCTION is well under way at the Saldanha Bay Industrial Development Zone (IDZ,) which is set to position the Western Cape as a rig repair hub, and non-disclosure agreements have been signed with 20 local and international investors.

lan Winde, provin-

cial minister of economic opportunities, has said that enabling oil and gas servicing at Saldanha was central to Project Khulisa's drive to grow the sector. Project Khulisa is a programme initiated by the Western Cape government to identify the economic sectors that will provide the greatest

growth and job creation over the next five years.

"Focusing specifically on upstream and mid-stream services such as rig repair, this sector already provides 35,000 formal jobs opportunities in the province."

Through Project Khulisa, we have the aspirational goal of adding up to a further

60,000 formal jobs in this sector and increasing its economic contribution up to R3bn, from its current R1bn."

Winde said he had requested an update report from the Saldanha Bay Licensing Company on the progress of construction at the IDZ.

"Excavations for the

various civil engineering services are taking place and trenches for sewer and water lines are being hollowed out. The roads are being box cut and the site offices, which will be a multi-user facility for contractors and trainers, is set to be completed soon.

"The Transnet Na-

tional Ports Authority has also started construction on its offshore supply base, which is expected to be commissioned in September next year.

"We are also seeing healthy interest from the private sector. To date, non-disclosure agreements have been signed with 20 local

and international investors," he said.

The activity at the IDZ is a result of partnerships between the Western Cape government, the local municipality, Transnet and the national Department of Trade and Industry.

According to the South African Gas and Oil Alliance, the Saldanha Bay IDZ is SA's first dedicated development in the oil and gas services and marine repair sector to support upstream exploration and production developments in the West and East African regions, and potentially the South African market in the near future.

## Grindrod participates in Department of Transport Maritime Week 2015

EVERY year, during the last week of September, Maritime week is celebrated throughout the world. To be celebrated in Richards Bay, KZN and hosted by Transport Minister, Dipuo Peters, the theme this year is 'Maritime education and training'. Adopted by the IMO Council and Assembly, the theme focuses attention on the wider spectrum of maritime education and training, in particular its adequacy and quality, as the bedrock of a safe and secure shipping industry, which needs to preserve the quality, practical skills and competence of qualified human resources, in order to ensure its sustainability.

Grindrod has supported the Department of Transport Maritime week over the years by participating in career exhibitions, providing information on the maritime sector through presentations, displays, information packs and engaging one on one with the learners and educators on opportunities available in this sector and aims to do the same this year.

Grindrod Shipping Training Academy, a prominent developer of young South African talent since 1975 has trained both seafarers and personnel for shore based sectors of trade. It is a registered establishment that conducts courses required by the marine and allied industries. It provides South Africa Maritime Authority approved training courses to local and international cli-



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# South Africa's first merchant vessel docks in Saldanha Bay

THE first merchant vessel to be registered under the South African flag since 1985, arrived in Saldanha Bay last month to transport a cargo of iron ore from Anglo American's Kumba iron ore business to Asian markets. The Cape Orchid, a 300m long, Japanese-built bulk carrier is owned by South African operator Vuka Marine, a joint venture between Via Maritime Holdings of South Africa and K-Line of Japan, and registered in Port Elizabeth, South Africa. Vuka Marine currently has two South African flagged, cape-size vessels - the Cape Orchid and the Cape Enterprise.

Atsuo Asano Managing Executive Officer of K-Line said, "We are pleased that Vuka Marine has been launched successfully and look forward to working with our South African partners to grow the business."

While in Saldanha Bay the Cape Orchid took on a number of South African cadets, who will sail with the ship for around six months as part of their officer training programme. Andrew Mthembu Chairman of Vuka Marine said that it is important for South Africa to attract ships onto its register to improve job creation and training prospects for South African seafarers. Mthembu also



The first merchant vessel to be registered under the South African flag since 1985, arrived in Saldanha Bay last month.

paid tribute to the Finance Ministry, which was responsible for enabling the requisite legislation for companies like Vuka Marine to be globally competitive.

Commander Tsietsi Mokhele CEO of the South African Maritime Safety Authority (SAMSA) congratulated Vuka Marine for being the first South African company to register ships in South Africa in recent times. He added that South Africa's status as a maritime nation had been undermined by its lack of a merchant fleet.

Mokhele noted that about 95% of South Africa's international trade moves through the country's ports. He continued that buying in this service exclusively from foreign ship owners and seafarers, where this could be done competitively by local operators, was creating an economic cost in South Africa.

Norman Mbazima Chief Executive Officer of Kumba Iron Ore and Deputy Chairman of Anglo American South Africa said, "We are proud to be witnessing this historic moment for South Africa, and for Anglo American and Kumba Iron Ore to be the Cape Orchid's first customer, dispatching a cargo of 170,000 tons of iron ore to China. Vuka Marine has achieved a key milestone for this country and we look forward to a strong partnership as it is through partnerships of this nature that we are able to support job creation and the growth of South Africa's economy."

South Africa has experienced a decline in its merchant fleet since the mid-1990s. SAMSA has prioritised a programme of action to reverse this trend, through initiatives such as Government's Operation Phakisa

which has prioritised the attraction of ships onto the national register as a key aspect of achieving job growth and economic development in South Africa's Ocean Economy. The ability of South African shipping companies, using South African ships, to offer globally competitive pricing and services is key to further unlocking the value in South Africa's mining industry.

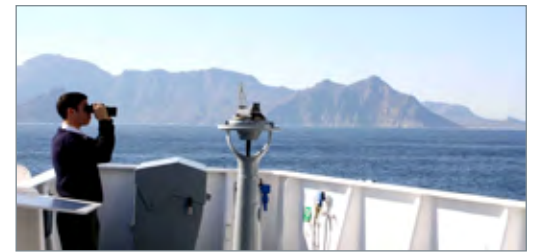
## Grindrod participates in Department of Transport Maritime Week 2015

Continued from P24

ents and is recognized by the MCA.

Announced during Maritime week, is Grindrod and Sturrock Grindrod Maritime's intention to provide four bursaries to disadvantaged students to study a one year diploma in Maritime studies at Durban University of Technology or Cape Technikon.

Several initiatives are in place, such as a graduate programme, specifically developed to help graduates bridge the gap between learning institutions and the work place. Graduates are exposed to various divisions of the business by following a structured practical programme, and acquiring practical skills which are relevant to both the business and the graduates' fields of interest and learning. Where possible, after the programme, graduates will be absorbed into the business and



offered permanent positions. In addressing employment equity the focus has always been on a high portion/percentage of graduates from previously disadvantaged groups.

The group has a strong bias towards education related programmes mainly in previously disadvantaged communities. It aims to make a relevant and notable contribution to social development in the education sector through its partnership with Adopt-a-school Foundation, a project of the Shanduka Foundation and a non-profit organisation that supports the creation and enhancement of a conducive learning

and teaching environment in disadvantaged schools.

Grindrod South Africa has a level 2 B-BBEE certification. The business continues to transform, not only within the operations but also throughout the organization in terms of processes, systems and people.

The development of our people through skills upliftment and learnership programmes is paramount to Grindrod's future success. As a South African listed company, Grindrod views empowerment, transformation and education as an important aspect of its corporate responsibility.

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## Industrial property market in Cape Town continues to grow

THE industrial property market in Cape Town continues to show positive growth trends and increased activity. This is according to the latest Cape Town industrial property market report published by Lloyd Nussey from Baker Street Properties, stating, "there is a continued increase in industrial activity throughout the greater Cape Town area compared to March this year." The report is available on [www.baker-street.co.za/blog](http://www.baker-street.co.za/blog).

### Significant building and development activity

A significant increase in building and development activity is being seen throughout the greater Cape Town area compared to previous years. In areas where new developments have taken place, notably Montague Gardens

and Airport, vacancies of over 1,000m<sup>2</sup> have increased considerably. Furthermore, new industrial nodes such as Rivergate and Brackenengate are also showing signs of good activity.

However, Nussey states, "there has been very little change in vacancy rates for premises for the categories <500m<sup>2</sup> and 500m<sup>2</sup> -1,000m<sup>2</sup>, with the greatest contribution to stock supply to larger premises."

### Demand driven by efficiencies in modern buildings

There exists good demand in all major areas for owner occupiers and from an investment perspective. However, a major trend is the increased demand for modern buildings and developments motivating relocation.

"We are seeing a trend in demand for

newer buildings/properties motivated by increase in overall efficiency, and companies are increasingly recognising the cost benefits of modern buildings over the long-term."

Nussey further highlights traffic and accessibility as other key driving factors motivating relocation.

Furthermore, a key trend is also evident in the logistics industry as logistics operators are expanding their property portfolio to reflect the right balance between property and position. The further decline in manufacturing is seeing an increase in the number of buildings reconverted for logistics purposes.

### Various new developments are positively contributing to supply

Nussey identifies main areas experiencing building activity being Montague Gardens, Epping, Brackenfell, Blackheath, Bellville and Airport.

"Completion of new developments are seeing building work valued at over R622m, with approvals for new developments valued at over R1bn." Nussey concludes that the greatest number of vacancies exist for properties over 1,000m<sup>2</sup>.

### Summary of key indicators:

- Average gross rental: increase to R44m<sup>2</sup> (up from R42 m<sup>2</sup> since March 2015).
- Average gross rental for new developments: consistent at R60/m<sup>2</sup>
- Escalation rates: consistent at 8%
- Overall Vacancy rate: reduction of 2,76% from 386,652m<sup>2</sup> to 376,256m<sup>2</sup>



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## Shift to green buildings set to continue in SA

By Ken Reynolds, Gauteng Regional Executive: Nedbank Property Finance

THE shift towards green buildings in South Africa is expected to continue at a rapid pace over the next few years, as growing demand from both investors and tenants will result in lower vacancy levels for buildings that have green accreditation.

This is already happening overseas in countries such as Australia, where it has become increasingly difficult to rent out office space in a building that does not have a green rating. The reduction in operating costs that a more environmentally efficient building yields, combined with considerably shorter time periods for the investment to pay for itself, has simply strengthened the argument for green buildings.

Ten years ago, there was little payback on the adoption of certain green technologies, whereas organisations

can now often recoup the cost of the investment in as little as three years. The timeframe for payback on this type of expenditure is expected to continue reducing further as the technology continues to evolve.

A key example of this is LED lighting. When these were first made available, they were expensive and nowhere near as efficient as they are now. Since then they have become both cheaper and far more readily available, with a lifespan that is around 20 times longer than the incandescent lightbulb.

The evolution of green building technology does present a challenge of whether an organisation may lock itself into the technology of the day. However, as the advancements continue, it is highly possible that it will still make business sense to upgrade the technology, even if a building is

already green rated.

Most buildings have a lifespan of around 100 years, with the engineering needing to be upgraded two to three times during this period, providing an opportunity for property owners to upgrade to more efficient equipment such as chillers and plumbing fittings, as part of a managed process.

South Africa itself is fast adopting green building infrastructure, with a study by McGraw-Hill/World Green Building Council reporting that the country is the fastest growing green building market in the world, partly due to soaring electricity costs and the escalating cost of water.

The recent launch of the Green Building Council of South Africa's (GBCSA) Existing Building Performance (EBP) Tool – the development of which was sponsored by Ned-

bank Property Finance, will make it far easier for organisations to measure and improve the efficiency of their building infrastructure.

In the local context, there is also a more noticeable push by multinationals operating in South Africa to occupy green buildings. International companies have a global environmental rating with which they need to comply, whereas in contrast, many South African companies are more readily focused on compliance with B-BBEE requirements as a more pressing need.

All parties are urged to make use of the EBP tool in order to assess the energy efficiency of their own buildings and make considered changes. Small steps like changing the lighting of a building can make a difference and the investment is paid back within about 18 months.

## Smart Waste for recycling haste

WHAT normal person gets excited about other peoples waste? Apparently the management and staff of Smart Waste.

"We are passionate about it, it gives us a chance to clean up the environment," says Clint Ralph, Smart Waste's CEO. "I am an avid bird photographer and there is nothing more soul destroying than to see nature contaminated with our waste; we all need to take steps to prevent that."

Now in its ninth year and rated as a BEE Level 1 organization Smart Waste began as

a small recycling business in Gauteng. Whilst Smart Waste now handles all types of waste its focus remains on recycling – preferably on site. It effectively takes on the role of a waste project manager dealing with all aspects of a client's general waste and recyclables.

In practical terms this means Smart Waste arranges for the collection and disposal of general waste, the sorting, collection and sale of recyclable materials as well as dealing with hazardous and specialized waste such as food waste.

"We aim to be a one-

stop-shop for the client, taking care of all of their waste management needs," explains Ralph. "From the clients perspective this means there is one party to hold responsible and one invoice to pay."

Smart Waste also provides the client with a monthly report detailing the volumes and types of waste and recyclables so that the client can track changes and improvements over time. Stakeholders in the client's business – as well as some overseas business associates and visitors – are showing an increasing interest in these certifi-

icates. Where necessary Smart Waste will also arrange for Safe Disposal Certificates.

Smart Waste - Western Cape was established five years ago and now services a well known shopping centre group, industrial estates and factories and a number of wine farms.

"The market in the Cape is very different to Gauteng and the rest of the country," says Reg Barichiev, owner and manager of the Western Cape branch. "The core principles of providing a very high level of service and catering for all the client's needs are however still valid."

The Western Cape has different needs and solutions to the rest of the country, an example being the food waste to be disposed of from fruit farms and the hospitality industry. Smart Waste Western Cape also tends to do more consulting and training of clients staff and tenants.

"We also look to extend the range of recycled materials such as tetrapak and find alternate uses for clients recycled materials rather than dispose of them," concludes Barichiev.

Having recently won a large four year contract to recycle UCT's waste Smart Waste Western Cape is looking to service larger clients.



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# John Thompson biomass-fired package boilers

AS the price of biomass fuels on a R/kJ basis is becoming more competitive with traditional fuels such as coal, oil and gas, the need for biomass-fired boilers is steadily increasing. To meet this need and the growing demand worldwide for a cleaner and more sustainable environment, John Thompson, the Cape Town based designer and manufacturer of industrial boilers with 80 years of service to South Africa's industries has, in the past few years, carried out a series of tests firing a variety of biomass fuels on sites, and on the boiler installed in their test and development centre. These fuels include wood-pellets, wood-chips, wood-pucks, grape pomace, nut shells, sunflower seed husks, corncobs, dried-hops and torrefied biomass.

### Boiler output

The test boiler installation is a fully operational boiler house complete with one of their Europac coal-fired boilers with chain-grate stoker, fuel and ash handling plant, deaerator, water treatment and chemical dosing, flue-gas clean-up equipment and an integrated boiler plant control system. When firing biomass fuels, steam outputs of between 50 and 85% of the coal-fired rating were achieved under efficient combustion conditions. As many boiler installations have surplus capacity this means that some boilers could be converted from coal to biomass-firing without the need to purchase additional boilers.

### Conversions and retrofits

The high outputs achieved during the tests were largely due to John Thompson's modified chain-grate stoker and their Micropac boiler management system which was easily fine-tuned for the different fuels. Both of these can be retrofitted to existing coal-fired boilers when a change from coal to biomass fuel is required. Upgrades and conversions to existing plant can be engineered to achieve optimal boiler efficiency and emissions in compliance with the latest Air Quality Act.

### Biogas

This is produced from the treatment of waste-water in certain industries and can offset 10 to 15% of fuel requirements for the production of steam. A number of John Thompson biogas boilers have been supplied into the local market which has reduced the owners' carbon emissions and reliance on fossil fuel.

### Energy management

For customers who are interested in outsourcing their non-core business, John Thompson's Energy Management Dept offers a range of negotiable contracts from operation of existing plant to a BOOT (build, own, operate, transfer) contract,

inclusive of all operating and maintenance costs, under which steam, for example, is purchased on an agreed combination of a fixed monthly rate and Rand per ton of steam basis.

### Turnkey projects

In addition to boiler de-

sign and manufacturing facilities, John Thompson also specialise in turnkey installations for all of their boilers.

This includes responsibility for all civil, structural and electrical works, pipe-work systems, fuel and ash handling plant, installation and commissioning.



A typical John Thompson boiler plant installation.



John Thompson designs, manufactures, installs, operates and maintains biomass-fired boilers and generators for process steam and hot water applications.



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# Welded together

WITH a strong focus on supply chain efficiencies, Air Products South Africa has built up strong relationships with its distributors, creating partnerships which are mutually beneficial, and which are in support of the gas industry as a whole. A case in point is its distributor Cosmo Industrial, based in Silverton, Pretoria.

"Cosmo has demonstrated a refreshingly energetic and 'can-do' approach to business, enthusiastically embracing opportunities over the years we have been associated with them. The result is a highly successful extension of Air Products' product base, value system and footprint, and a synergistic partnership which can only go on from strength to strength," says Jorg Scholz, Distributor Business Manager at Air Products South Africa.

Established in 1994, Cosmo Industrial is a supplier of gases and gas-related products and equipment to a wide base of customers in the engineering, petrochemical, pipeline, mining, rail and heavy manufacturing industries.

From modest beginnings, the company has grown incrementally into a thriving business today. Cosmo distributes a wide range of welding gases through Air Products' customer-oriented supply modes, from cylinders to maxi-tanks and the CryoEase offering for large-volume requirements.

"Customers perceive Cosmo to be a reliable 'one-stop-shop' with



From left to right: Jorg Scholz (Air Products), Jaques Uys (Cosmo), Petrus Pretorius (Cosmo) Leazle van Rooi (Cosmo).

regards to their gas and gas equipment requirements based on their expertise, efficient and fast service and a quality product base," says Scholz.

He adds that the true 'litmus test' of a good distributor in the industrial gas industry is one which not only invests in its business and in that of its supplier—as Cosmo has done over the years with its vehicle fleet, staff and safety training and compliance—but also in its asset control and management over a long period of time.

Air Products' monthly monitoring of Cosmo's CryoEase customers' gas usage via its telemetry systems also enables an accurate forecasting of future needs, further enhancing customer service levels.

"Our shared approach to finding solutions, especially through some difficult economic times in the past, has strengthened our relationship with Air Products," says Pierre van Nieuwenhuizen, Cosmo

Industrial's Managing Director: "We have found that Air Products has always been ready to listen to us, and to take our ideas and requests seriously. Importantly, we also share the same values when it comes to training and 'giving back' to industry."

On another exciting note, Cosmo Industrial unveiled its plans regarding an in-house training academy as part of its 20<sup>th</sup> anniversary celebrations in 2014. This is an initiative which will be undertaken with the support of various role players in the industry, as well as of Air Products.

A long-time corporate member of the SAIW and sponsor of its annual Young Welder of the Year competition, Air Products embraces opportunities to support and empower youth, particularly when it comes to industrial skills shortages.

"The field of welding, which is critical to so many industrial and manufacturing processes, requires

a focus on ongoing training initiatives to ensure that we grow an increasingly skilled workforce," comments Scholz. "We feel it is incumbent on Air Products to give back to the industry by assisting and 'upskilling' young welders, thereby ensuring the future sustainability of both the welding and gas industries in this country."

Once it is operational, the Cosmo welding academy will offer both training and training facilities in basic welding techniques; as well as apprenticeships which are of benefit to companies wishing to fulfill their own training and skills development requirements.

Air Products is sponsoring the full installation required to supply its various welding and cutting gases to the welding bays, which will be used for practical training. Air Products has furthermore incorporated its CryoEase mode of supply for this installation, which not only acts as a source of supply to the school but as a demonstration unit for future CryoEase prospects.

"Training will be done using a range of Air Products' gases, including argon, oxygen and acetylene; and various welding mixtures, such as Coogar 84, Magmix 3," advises Scholz.

"Sponsoring the academy not only affords us the opportunity to showcase our products and capabilities in the welding industry, but it serves to strengthen our relationship with Cosmo through investing in critical skills development," he concludes.

## Architects pick zinc alloy to enhance design options



The award-winning Alexander Forbes building in Sandton, Johannesburg.

SOUTH African architects are increasingly turning to a zinc alloy, as a long-lasting and maintenance-free building material, to enhance design options and to meet the challenges of energy efficiency and sustainability.

First specified in South Africa in 2005 by Noero Wolff Architects for The Warehouse project in Cape Town's V&A Waterfront, the alloy has been used over the last 10 years on a variety of commercial, industrial and residential buildings.

The largest of the projects has been facade cladding for the award-winning Alexander Forbes building in Sandton, Johannesburg, and the 3,000m<sup>2</sup> roofing of the Forensic Sciences

Laboratory in Parow, Cape Town.

It has now been specified for the Nelson Mandela Capture Museum to be built in Howick, KwaZulu Natal, and reroofing of the SA Police Academy in George. The alloy has also been chosen for projects in sub-Saharan Africa. These include an office building in Windhoek, Namibia, an hotel in Nairobi, Kenya, and a building at the University of Lagos in Nigeria.

In addition to the Alexander Forbes building, the newly built E-TV studios in Cape Town, a lecture

facility on the Auckland Park campus of the University of Johannesburg, the BMW building fronting on to the Pretoria-Johannesburg highway,

and the FNB building in Pretoria reflect shapes and forms few building elements can achieve.

Simon Bird, of GAPP architects and urban designers, says the alloy, Rheinzink, provided a complete technical and sculptural solution for the university project.

"To accentuate the importance of the new building against a modernist backdrop of concrete, brick and glass, an architectural response of comparative strength was required in terms of developing form, scale and material composition."

Bird says a key component in reflecting these requirements and a critical tool in adapting to the irreg-

Continued on P29

# Steelbank proves its metal

THE Cape Town Branch of Steelbank Merchants (Pty) Ltd has been trading mild steel products in the Western Cape since July 2000, stocking general mild steel flat rolled products in sheets, slit coils and blanks. A truly national company, its head office is in Pinetown, KwaZulu-Natal and it sports a new facility in Alrode, all of which support the Cape Town steel processing capabilities.

The company opened a branch in Ottery with

250m<sup>2</sup> warehouse space before outgrowing this and moving to Wetton. Its rapid growth trajectory meant another move within three short years. Steelbank Merchants then acquired its own premises in Parow Industria in 2007, customising it into a specialised facility in 2008.

This growth was not contained to Steelbank Merchant's Cape Town operations as it also extended its footprint into Gauteng at this time by acquiring Metpar (Pty)

Ltd. with its facilities in Linbro Park, Gauteng and Killarney Gardens, Cape Town.

The Gauteng operation quickly outgrew its facilities and are now housed in a custom-built centre in Alrode. This facility houses state-of-the-art processing equipment, offering extremely accurate cut steel products nationally.

The Cape Town operation of Metpar was integrated into Steelbank Merchants and located in the new fa-

cility in Reuben Kaye Road, Parow.

"The combination of the companies' cultures, personnel, vision and determination went extremely well, and has developed into the company we see today – operating from approximately 2,000m<sup>2</sup> from the warehouse which was completed in February 2009," says Russell Dennis, Western Cape Director of Steelbank Merchants.

Steelbank's new division, Steelbank Stainless

and Aluminium Division was opened in Parow in March 2011. This division has expanded to include a Gauteng branch, with the acquisition of Pro Trading CC in May 2014.

"The company has changed the name of Pro Trading CC to Steelbank Stainless and Aluminium in order to reflect the focus of the business," continues Dennis.

Its product range includes sheets, coils, profiles and tubing in

various grades and finishes of stainless steel and aluminium. Although the Steelbank Group has added new services and products to its range, mild steel processing is the main focus of what the company is all about.

"The comprehensive mild steel stock range of various products and qualities from commercial to forming grades as well as coated products both imported and local provides our customers with much choice. The

three operations, Pine-town, Alrode and Cape Town are here to assist all flat rolled steel users from the DIY individual up to major industry, explains Dennis.

Steelbank Merchants attributes this growth to the personal attention that its team provides, coupled with its quality products, technical service and reliable deliveries.

"It's all about customer service in action, not just words," concludes Dennis.

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# New distribution centre for Value Logistics

By Spencer Erling, Education Director, SAISC

IF you think of the JSE-listed company Value Logistics and you move around South Africa as much as I do, you are sure to notice how many Value Logistics trucks drive around the country and how many distribution centres the company has built and operates.

So for the Steel Awards judging alone we have seen their installations at Cato Ridge (between Durban and Pietermaritzburg where I took UKZN students during its construction some years ago,) Bloemfontein, Elandsfontein (serving Gauteng,) Klerksdorp and Nelspruit.

Value Logistics website proudly boasts owning 4,600 trucks and 35,000m<sup>2</sup> of undercover facilities, so it was exciting for our judges to visit their latest facility in Kraaifontein, Western Cape. The site was fully occupied and operational by the time we visited in June.

In order to offer the wide range of logistical services that Value Logistics does, they need to have distribution centres that enable them to off-load, sort, store, reload and deliver any product imaginable, from the biggest to the smallest quantities, both domestically and internationally.

The Western Cape installation consists of two warehouses, one for Value Logistics (about 13,000m<sup>2</sup>) and one for Freightpak (about 7,000m<sup>2</sup>) as well as support facilities such as a wash bay and vehicle inspection facility, dispatch, refuelling, gatehouse and canopies to many of the structures.

As one would expect these warehouses are massive with columns spaced far apart with the double pitched roof supported on light traversed roof trusses, which in turn are carried by long span, longitudinal lattice girders between the columns. In this instance, the lower sections of the columns are made using tilt-up concrete columns. The substantial clear height inside the buildings takes you by surprise, until you notice the very high racking storage areas in some parts of the warehouse. Such buildings, in their



*This beautifully detailed reception area, with an exposed steel supporting structure to the glass fronted with ponds and décor that turns this otherwise good industrial project into an absolute winner.*

very nature, need height for storage and for handling vehicles to operate.

The Klip-Lok roof sheeting was, of course, rolled in long sheets on site.

One of the outstanding features of such a project is the fast track nature of the client's requirements. This takes careful and close coordination between the professional team and the main and specialist steelwork contractor. In order to meet the very tight programme it was necessary

to work on both warehouses simultaneously.

The steel work contractor decided, in order to achieve the necessary speed of construction safely, to erect the trusses in pairs, boxed together with purlins, stays and sag system as well as bracing where applicable. Apart from the speed this achieves, working at height is substantially reduced. And then there is a little architectural gem tucked away in this otherwise very functional and industrial site. We have

come to expect a two-storey rectangular box that houses the offices for such a project.

Definitely not so in this case. Behold, this beautifully detailed reception area, with an exposed steel supporting structure to the glass fronted with ponds and décor that turns this otherwise good industrial project into an absolute winner. Truly deserving of the B&T Steel Factory and Warehouse Category for excellence in the use of steel.

## Architects pick zinc alloy to enhance design options

Continued from P28

ular angles, curves and planes developed in the architecture is Rheinzink.

"Energy use and sustainability are essential design considerations both during the construction process and for life-cycle building costing and with Rheinzink's low primary energy demand and 100% recyclability, all criteria have been successfully fulfilled."

"Furthermore, durability is a vital consideration in the choice of cladding material and together with the zero-maintenance quality of the pre-weathered sheet finish, Rheinzink has provided a complete technical and sculptural solution for the project."

J Stephen Wilkinson regional sales director of Rheinzink (South Africa) says the angle standing seam system,

as used on the Alexander Forbes building, offers architects even more freedom for implementing dramatic designs, including curves, and allowing buildings to be optimised whatever their shape.

The FNB building in Pretoria features Rheinzink perforated material, part of a comprehensive façade system package that caters for all architectural styles. Design options in standard round or lozenge shaped perforations in extended, tailored dimensions are virtually boundless.

"Rheinzink perforated systems have many advantages when implemented as shade or visual protection in front of glass facades. They recreate compact surfaces in unexpected ways and are durable, maintenance free

and environmentally friendly."

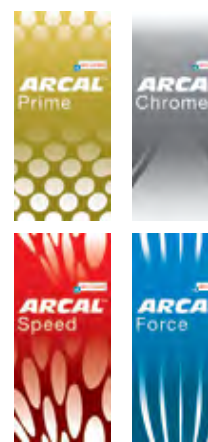
As an alloy, Rheinzink consists of 99.995% high purity zinc and precisely defined amounts of copper and titanium and is not merely coated with zinc, as with galvanised steel. This allows for maximum structural integrity and a service life of 80-120 years, even in harsh seaside environments.

Rheinzink carries top German and European quality certificates and the environment certificate AUB based on LCA (life cycle analysis.) The amount of energy required to obtain process zinc is extremely low. Rheinzink products can be fully recycled and nowadays a third of every Rheinzink product is made up of recycled zinc once used for construction.

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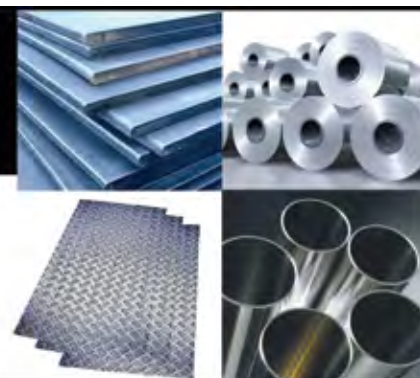
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## Elquip Solutions – providing high-precision German scarfing systems for the tube and pipe industry

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SOURCING from some of the leading brands worldwide, Elquip Solutions provides both capital equipment and consumables to meet a broad range of industry requirements. Specialising in the steel, coil processing and fabrication industries, the company prides itself on extensive knowledge of the South African tube and pipe industry; and has amassed a wide range of products and solutions for this niche market.

Customers in the tube and pipe industry need look no further than Elquip for quality solutions to their processes, according to Mike Cronin, Managing Director of Elquip Solutions. An example of Elquip's comprehensive customer offering is its range of highly specialised precision scarfing tools and consumables, manufactured by German carbide tool fabricator Saar-Hartmetall.

"Nearly every welded tube mill requires



Mike Cronin, Managing Director of Elquip Solutions.

scarfing tools to remove the weld beads created during the welding process," explains Cronin. "In order to achieve a perfectly smooth surface in tube production, scarfing needs to be done with precision, as mission-critical pro-

cesses must make use of the right equipment. Furthermore, mistakes in the engineering and manufacturing sector are extremely costly from a lost production perspective. It is therefore critical to use a tool designed to get the job done right the first

time. Saar-Hartmetall are the acknowledged leaders in scarfing technology, and offer a product that is both highly efficient and user-friendly."

Saar-Hartmetall produce an internal and external scarfing system, as well as the carbide inserts as consumables. The tools are also available in mechanical and hydraulic versions, for tubing from 14 mm to 100 mm, and 32 mm to 184 mm, respectively.

"As a company that is highly innovative, Saar-Hartmetall has refined its technology over the years. They have continued to lead the way with state-of-the-art component solutions which are also simple and cost-effective," says Cronin.

Far from simply delivering equipment to its destination, Elquip Solutions works closely with its customers to identify the most efficient and effective technologies they re-

quire. Therefore, the company provides both installation and on-site training for its customers of Saar-Hartmetall scarfing systems.

"Although the technology has been designed to be as user-friendly as possible, scarfing is also a highly specialised process, and Elquip is equipped with the necessary know-how to provide our customers with expert advice and back-up support," says Cronin.

Large stock-holding of both tools and carbide consumables by Elquip means that the Saar-Hartmetall range is readily available to South African customers.

"When it comes to scarfing, Saar-Hartmetall is an international precision scarfing and deburring industry leader; and as providers of comprehensive industrial solutions, we are proud to bring this high quality system to the South African tube and pipe industry," concludes Cronin.

## FLSmidth's Vibro Optimax wire improves screen life

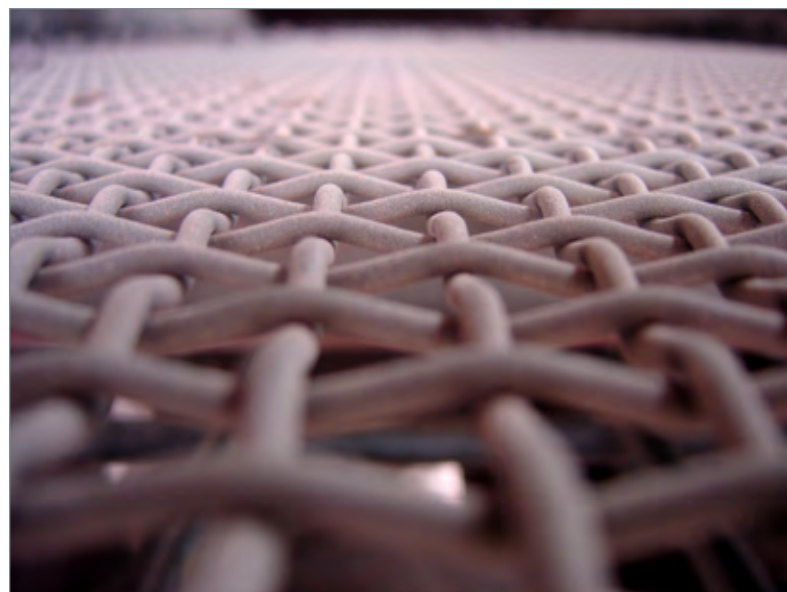
WIRE screens are generally considered to be the most effective form of screen because of the stable screening surface and higher open area, and by developing a wire with improved mechanical properties FLSmidth has enabled customers to lower the total cost of ownership on screening plants.

The company's Vibro Optimax wire allows optimum throughput, while offering superior wear resistance resulting in an improvement in the overall working life of the physical screen.

"This increase in screen life coupled with a significant decrease in maintenance translates into significant bottom line savings for our customers," explains Alistair Calver, general manager of screen media at FLSmidth.

"Our continued focus on developing screen media products and ancillary equipment that will improve current screen performance allows FLSmidth to offer quality screen media solutions to meet specific application requirements," he adds.

Vibro wire was originally developed in the



Significantly, when selecting Vibro Optimax, there is the option to reduce the wire diameter, resulting in a reduction in mass on the screen and therefore the cost whilst increasing open area.

1980s and over time this screening product has further evolved in conjunction with customer input to ensure optimum performance. Ongoing development of the product culminated in the introduction to market of the Vibro Optima wire screens a few years ago.

Vibro Optimax wire was developed in conjunction with Scaw Metals over an 18-month period and has a higher tensile strength than standard

screen wires with better wear characteristics. It is suited to screening in hard rock applications such as aggregates, iron ore and manganese, and allows for a reduction in wire thickness which translates into an increase in the open area of the screen. This improves the screen's efficiency while maintaining the original life of the screen.

"Significantly, when selecting Vibro Optimax there is the option to reduce the wire di-

ameter resulting in a reduction in mass on the screen and therefore the cost whilst increasing open area," Calver says. "Choosing this route does not impinge on the efficacy of the process and, in fact, actually increases throughput while still increasing the lifespan because of the mechanical property of the wire. Going for a lighter screen means less installed mass as well as increased ease of handling and correct

installation with a direct positive impact on operator safety during the process," he says.

Wire screens facilitate optimum versatility as they can be manufactured with different aperture sizes and with different wire sizes at a relatively low cost. Calver does caution, however, that the accurate manufacture of wire screens is a challenge for the industry as while many companies can manufacture screens not all can manufacture the apertures correctly and according to required specifications.

"It is essential that the correct aperture wire ratio is selected as it is this that will assist with the pegging and blinding issues commonly experienced," he adds.

"It is important that end users obtain input from a reputable supplier who is able to assess the requisite screening duties and apply the technology appropriately to ensure an optimum end result. We have references where the correct installation of Vibro Optimax has seen the life span of screens double," says Calver.

## Be worried Eskom, be very worried, your days may be numbered

Continued from back page



But as technology develops, it is getting nearer to being able to live an almost suburban life off grid, without the worry of rates, electricity, sewerage, and rubbish collection, the cost of which rises every year.

Indeed, escaping the stranglehold of large energy suppliers like Eskom, not to mention the municipal bureaucracies, may be possible in less than a decade.

Private mini-power grids will supply city and suburban neighbourhoods light industrial

areas, supermarkets, and even blocks of flats.

This possibility is not only for the rich. Poor rural communities will also benefit – if the Government will allow it.

There are more alternatives to Eskom than photovoltaics. One of the best is the Stirling engine electricity generator that can that can be fuelled by petrol and diesel, but anything that can burn and produce heat works, such as wood pellets, grass, peanut shells and twigs.

Environmentalists (sic)

will be delighted to know a Fresnel lens can concentrate sunlight to provide heat for the engine. The Stirling engine is an external combustion engine as opposed to internal combustion engines.

Using a Fresnel lens with a Stirling generator (and in perpetual sunny climes) it is a 'Dream Green Machine' producing free power. It is cheaper than photovoltaic panels and runs even when the sun does not shine. It can use batteries to store power – although it does not need them –

and it does not need inverters since it generates alternating current. Some say these generators will start a revolution on a par with the impact of desktop computers.

Already, a Stirling generator the size of an average stove is available in the US. Its engine was invented 200 years by a Scot who was worried about the number of people killed or injured by the early steam engines. With safer steam power, his engine fell out of favour. It was revived during WW2 when com-

mandos needed silent outboard engines on sabotage missions. In the 1950s, Phillips marketed a small Sterling generator, but it could not compete with cheap Japanese competitors.

Today, fuelled by diesel, large Sterling engines drive Swedish submarines. Smaller Stirling engine generators are already for sale in the US. They offer complete independence from large power grids.

The inventor, who uses 3D printing to make some of the more intricate parts, has one 10kw/hour machine powering his house with more electricity that he can use. He has a smaller one in the pipeline that will give 2.5kW. It is the size of a large suitcase and will power the average home.

The 10kw/hour Stirling generator sells for more than R100,000. It can be leased. The lessor gets any extra electricity produced to sell into the grid. Linked to PV panels even more power can be sold – as well as making electricity when the sun does not shine.

In the US where fracked gas and a pipeline network is available, a large Stirling generator could power not only whole suburbs, but could link to other generators in a mini-grid, automatically pushing extra power to where there is a sudden high demand in one area of the grid.

If the idea of mini-electricity grids seems farfetched, it is not. Many such grids were the way electricity was delivered in the 1900's to individual city blocks.

There is a real possibility that mini-electricity grids will return. In the US where power stations are private companies, some are already reacting to a perceived threat posed by PV panels, and have caused an uproar where they have imposing an extra charge on those of their customers who have PV panels on their roofs.

Our municipalities, who make a mint from adding their own charges to the Eskom price, are already, in some cities, subtly discouraging people from reducing their electricity bills by installing solar hot water systems.

It will be interesting to see what Eskom will do to protect its protected status and the comfortable jobs that go with it. Municipalities in South Africa are likely to fight like cats and dogs to keep theirs.

Just as cell phones have slashed the profits of landline providers like Telkom in the rest of Africa, mini-power grids will do the same to Eskom. You can count on it.

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# Homo Naledi comes calling

## OPINION

LUKE the Dude twisted away from his beer as if he was battling a neck brace. The hairs in his nose bristled and his visage changed from the relaxation of four beers to the suspicion of four double brandies and Coke. The warmth and good cheer of the local pub and grill, where the usual worthies were peacefully minding their own business, took a plunge for the worse.

Filling the door was the protruding figure of Fat Boy, an occasional joiner of the conversation in this esteemed establishment. No esteem was displayed by Luke the Dude. "Well, well, well," said he as he slowly rearranged himself to face away from the door, "look who's here."

"Now, now, Luke," said I, to no avail.

"Just as I was beginning to enjoy the company," continued Luke while shaking his head at me in disapproval, "as I was saying before I was so rudely interrupted."

"You! You! Economic Freedom Fighters (EFF) you!" spluttered Fat Boy in pace with his waving arms, much like a conductor desperate to regain control of a cacophonous orchestra. What do you know about EFF rude! You know nothing! You shouldn't be called Luke the EFF Dude; you should be called Luke the EFF Rude!"

The Fat Boy looked well pleased with his latest verbal knock-out. Luke the Rude did not look knocked out.

(For the sake of factual reporting and out of consideration for the Press Ombudsman – a ferocious fellow I am reliably told – I wish to confess at this, the earliest opportunity, that the fat man did not in fact make any reference the Honourable Julius Malema's political party. This is merely my attempt, Your Honour – no no, I did not mean it in that way Your Highness, not at all, you can believe me, I am a reporter. It's just, for "EFF" read "censored profanity" Your Fairness; you see, my mother also reads this newspaper. Thank you, Mr Ombudsman; I am glad we understand each other. May I call you Press?)

The Governor was meanwhile restoring order by calling for orders. I offered to get The Fat Boy's rum, a slip in concentration of Kohler Barnardian proportions. Not only was I instantaneously demoted to deputy assistant spokesman on public toilets in Luke the Dude's shadow cabinet, but, with similar immediacy, The Fat Boy changed his order to a double.

You can't win them all. Not even some of them as it turned out, for now I was in the dubious position of being Fat Boy's new best friend. By profession a janitor at the nearby block of flats, Fat Boy's high-pitched verbiage could often be heard to the farthest corners of the neighbourhood as he vented his frustration at not being obeyed. That has been his fate since the demise of apartheid, but the corpulent one could not make that connection to the loss of his baasness – he was a rabid supporter of the ANC. Even more so than Big Ben, who sounds like a librarian next to Fat Boy.

Still, I did not mind him. All that much.

Be that as it may, if I thought putting rum

into the fat man's mouth would keep him quiet, I was soon disappointed. He disgraced us with his rare presence for a purpose. Indeed, for the sake of science. Or in his case, anti-science. A grave insult had been committed against the vast majority of South Africans, his leaders told him so, and he was here to confront us about our racist plot.

"You! You! All you EFF Lily Whites! EFF you!" declared Fat Boy. Those of our company who were not lily white decided that this was no time for petty differences and kept quiet. Colin the Golfer, however, wished to have it minuted that he was actually more pinkish and often red, depending on his exposure to the sun.

"Come on Boy, out with it," invited The Prof.

"Useless!" pronounced Jon the Joker.

"You EFF white boys..."

"Get on with it!" roared more or less everybody.

"Especially you, EFF Prof! You think you are so EFF clever at your EFF universities! You go in the middle of the EFF night with torches and bury EFF baboon bones deep into caves where nobody ever goes. Then you send students in there and pretend that you have EFF discovered the EFF ancient bones of the ancestors! EFF you! You say the ancestors are EFF baboons. You EFF racists!"

This tirade was interrupted by loud gagging noises from Luke the Dude as he sniffed his beer instead of swallowing it. The rest of us laughed politely.

"Don't you EFF laugh at me! You always do that! You think I know EFF nothing! Let me tell you, I know EFF all!"

You could not argue with that.

"My dear fellow," The Prof lectured nevertheless, "strictly speaking those are not bones, they are fossils. In all probability they are millions of years old. And although I grant you that many fossils academe about at universities, no spines have ever been discovered for them. Best they can do is worship at the shrines of tyrants. Spelunking in the middle of the night is impossible."

"You are talking about Homo Naledi, you bloody moron," judged Colin the Golfer.

"Who are you calling a homo? Shut your EFF mouth you EFF pinko! I've got a girlfriend!"

"He is calling you a moron, not a homo," soothed The Prof. "Homo Naledi is the name given to the species identified in the latest, rather exciting discovery of ancient hominid fossils in South Africa."

"Oh, I see," screeched Fat Boy, "first you call the ancestors of Africans baboons and now you are calling them EFF homos! How can homos be ancestors? It's EFF impossible! Homos don't have children!"

There, see, I have exposed all your lies for what they EFF are! A racist EFF con trick!"

Fat Boy looked very pleased with himself. "I follow the news. I told you I know EFF all. Some rabbi also said the same thing. Those Jews know what they are talking about."

"Rabbi? Rabbi?" Luke the Dude had regained his breath but not quite his speech. "You're talking about Nik Rabinowitz!"

"Yes!" agreed Fat Boy triumphantly, "That's the one. Rabbi Knowit. See! Luke the EFF Dude also knows."

"Knowit Shmowit," exasperated Big Ben, who had until now been reluctant to contradict his political comrade. "Nik Rabinowitz is a comedian!"

"Comedian! Who are you calling a comedian," ranted Fat Boy, "you are the EFF comedian! I'll EFF you up! You racist! Longing back to the days of PW Botha and Jan van Riebeeck, that's what you are! And anyway, my party's leaders with high degrees said the same thing! They know much more than you, even more than The Prof, so EFF you, Big-mouth Ben!"

"Are you referring to Zwelinzima Vavi and Mathole Motshekga," enquired Jon the Joker. "Both useless!"

"I don't remember their names," defended Fat Boy. "You EFF racist!"

### ON THE CONTRARY



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

"He probably is," The Prof confirmed, "and Motshekga is indeed addressed as Doctor. Speaking as 'an intellectual and researcher' on eNCA, he said the idea of evolution was invented by whites in the West to depict Africans as sub-humans who developed from animals. In that way the whites could justify slavery and colonialism. "But there is a flaw. Whites banned slavery centuries ago. In some Arab and African lands it continues to this day."

"You! EFF you! Do you call him a comedian too?"

"Well, you know old Boy," considered The Prof, "taking everything into account, I suppose it is the kindest thing we could do."

E-mail: noag@hermanus.co.za

## Be worried Eskom, be very worried, your days may be numbered



.....  
Keith Bryers  
.....

THE recent announcement in Melbourne, Australia, that it was now possible to print a photovoltaic panel on a plastic base, must have sent shivers down the spines of every top executive of every large power station in the world.

Long-term planning is not exactly Eskom's strong suit, but it too should watch out because there are technological challenges to its business model just over the horizon. Wind generators are just a false start compared to what is coming.

Each electricity generator attached to a home, farm, factory or hospital is one (at the moment) small nail in Eskom's coffin. Each brings the day nearer when the large power station no longer enjoys a monopoly over regular and cheap electricity supply.

If that seems far-fetched, consider this. When, not 'if' every building has its own regular electricity supply there will be no need for giant pylons and thousands of kilometres of cabling to bring power to cities and towns. Best of all, there will be no need for Eskom's massive and expensive bureaucracy.

It is early days before this happy situation

is a reality, but it is a safe bet that children born in 2015 will live to see it. It is not a mad Jules Verne science fiction dream either.

A century ago, small towns in South Africa all had their own mini-power stations and their own electricity grid delivering power. They were run by municipalities and were paid for by property rates.

This is the reason why we do not get bills from Eskom, but from the local council. Councils only agreed to close down their power stations when Eskom power reached them. Now they sell on Eskom power to their ratepayers (making it even more) and making a tidy profit in the process.

Middle class city dwellers often dream of getting away from it all, living "off grid" without benefit of piped water, electricity, garbage disposal and even electricity, but when they try it, they discover it is a hard life unless you have the cash for batteries and the rest.

Continued on 31

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