



Energas fired up for Apek-mini launch



Dynamite comes in small packages and the Apek-mini is no exception.

20

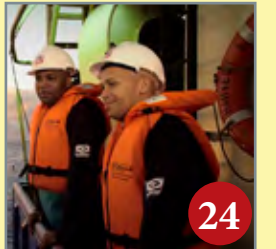
Southern Power Products participates in global testing of new engines



Southern Power Products has partnered with Cimco Diesel marine AB to supply OXE Diesel S-BPU engines.

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Sea Harvest campaign to improve business and product understanding



The "Savour the Sea" campaign comes after a seven year gap in TV advertising.

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Daybrook a 'big fish' for Oceana

CAPE TOWN-based fishing industry icon Oceana – already a serious exporter of seafood – looks set to make much bigger waves globally.

The company has long hinted at taking the plunge into international fishing waters and the recently proposed acquisition of Louisiana-based Daybrook Fisheries – which has the strong backing of the company's biggest shareholders in form of consumer brands conglomerate Tiger Brands and Cape-based empowerment company Brimstone – might just be the first offshore cast. In fact, Tiger and Brimstone are putting their money where their mouths are by underpinning Oceana's recently confirmed rights issue of R1.2bn – which has been officially underwritten by Standard Bank.

There's no doubt the Daybrook deal is an important juncture for Oceana. The company has struggled to find South African acquisitions that would make a meaningful impact to its bottom line ... and when it did, the competition authorities or Fisheries department seemed to take umbrage. Both the Lusitania and the Foodcorp fishing deals were only landed after long (and costly) struggles.

The key question now is how aggressively Oceana will dangle its lines in international waters in the hope of snagging other global fishery companies?

Obviously it will take Oceana some time to bed down Daybrook – which adds a sizeable chunk of new operating assets. The Daybrook acquisition will cost US\$382m – which is close to R5bn at current exchange rates. That means the US fishing operation represents in value around 40% of Oceana's market capitalisation.

Fishing industry sources said while it was understandable Oceana would be looking for offshore and African acquisitions, the sheer scale of the Daybrook deal was surprising. One noted, "It is a big, bold move into a specialist fishing niche ... one hopes Oceana has not bitten off more than they can chew."

But another argued that Oceana although Oceana was steaming into uncharted waters, CEO Francois Kuttel did have extensive experience in the US fishing market.

Whatever transpires Oceana will still hold global scale. A presentation document issued by the company shows the enlarged Oceana would rank as the sixth biggest fishing company in the world with gross profits of some US\$142m or nearly R1.3bn. Just as a point of comparison, Salmar – the biggest fishing company in the world – will still



be roughly twice to size of the enlarged Oceana. Salmar generates profits of around US\$279m. For further context it's worth noting fifth biggest China Fishery Group generates profits of US\$226m, while seventh placed Empresa Pesquera Eporva manages annual profits of US\$114m.

Daybrook specialises in deriving fish oil (rich in Omega 3 oils) and fishmeal from the Menhaden species found along the Gulf Coast of America. The company is one of only two significant operators, accounting for around 35% to 40% of the annual Menhaden catch. The beauty of the business is that Gulf Menhaden fish produce billions of offspring a year, which allows the population to replenish. Oceana has pointed out that the Gulf States Marine Fisheries Commission completed an updated stock assessment that concluded that the Gulf Menhaden is "not overfished nor in an overfished state."

The 'bigger picture' for Oceana is that it might be stepping into the fish oil and fishmeal market at just the right time with an increasing demand for protein. Fishmeal and fish oil are high protein ingredients in 'feed' for aquaculture, which is recognised as one of the fastest growing food segments. But interestingly global output of fishmeal has declined by 23% over the past decade, which has meant the supply/demand equation has seen sustained price growth. Oceana's presentation document showed that the World Bank predicted a 90% real growth in fishmeal prices from 2010 to 2030.

Daybrook then would not only add a significant new growth leg to Oceana, but add additional diversity both in terms of product and geographic markets. Oceana currently earns its keep through three operating divisions: canned fish business Lucky Star, fish producer Blue Continent Products and its lobster, squid and French fries' hub. Oceana also has a fourth 'division' in CCS Logistics, which provides refrigerated warehouse facilities.

Daybrook, on paper, looks an impressive operation producing revenue of US\$114m (around R2.4bn) in financial 2014 at a fat 55% margin. The revenue split is 50% Canada/USA, 27% Europe and 22% to the Far East. The company has been consistently profitable over the long-term – save for two years when normal performance was hit by extraordinary events like Hurricane Katrina (2005) and the Deepwater Horizon oil spill (2010.)

In a recently released rights issue circular to shareholders it is argued that the acquisition would allow Daybrook Fisheries to benefit from Oceana's procurement programmes as well as group support functions to save costs and increase efficiencies. Oceana directors argued that over the next five years an expansion of the fleet and an increase in plant capacity was planned as a result of the recent installation of innovative dryer technology.

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Bowler's SoftBev gets Pepsi



EPHING-based plastics packaging group Bowler Metcalf's contention that its new soft-drink bottling venture SoftBev would hit the ground running is starting to look like a bankable statement.

Earlier this year Bowcalf merged its Quality Beverages soft-drink bottling operations with KwaZulu-Natal-based Shoreline to form SoftBev. SoftBev, in which Bowler holds an influential stake, has production plants in Cape Town, Durban and Johannesburg that produce niche brands like Jive and Coo-ee as well as bottled water, energy drinks and iced teas.

But production volumes could get a major boost later this year as CBN has heard reliably that SoftBev recently clinched the contract to bottle Pepsi products in South Africa. Aside from the iconic Pepsi brand, other flavours include Mountain Dew, 7-Up and Miranda.

The contract was previously held by Pioneer Foods subsidiary Ceres Beverages. It is understood that Ceres – dominant in the fruit juice segment – battled to make meaningful returns from Pepsi over the years.

Fortunately, SoftBev will not be totally unfamiliar with the Pepsi culture. The old Quality Beverages business briefly bottled Pepsi in the run up to and during the Cricket World Cup that was hosted in South Africa in 2003. Pepsi was one of the major sponsors of the World Cup tournament, which would have boosted sales at the time.

Continued on P2



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**CAPE
Business News**

Bowler's

SoftBev

gets Pepsi

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SoftBev has already signalled annual sales of around R1bn. With Pepsi onboard CBN suspects annual sales could touch the R1,2bn mark in the 2016 financial year. The big question, however, is whether SoftBev can eke a meaningful return from Pepsi's brands – which compete with the super dominant Coca-Cola suit of soft-drinks.

One industry source noted, however, that Softbev's status as a dedicated soft-drinks player could help with efficiencies in production, marketing and distribution.

"If anyone can make a go of Pepsi – which has proved a tough proposition in South Africa – then surely it has to be the newly constituted SoftBev ..."

The months ahead could be telling – especially the amount of capital to be expended on accommodating Pepsi into existing production lines.

BEE going global?

LAST MONTH two prominent Cape Town-based empowerment companies Grand Parade Investments (GPI) and African Empowerment Equity Investments (AEEI) strongly signalled their ambitions to look for cross border opportunities.

GPI recently announced that it had acquired a 4,95% stake in Australian gaming company Atlas Gaming Holdings for R5,6 million, while AEEI – via its Health Systems Technologies (HST) subsidiary – landed a contract with the Tanzanian Ministry of Health to implement Laboratory Information Management Systems (LIMS.)

Admittedly both deals are small in relation to the respective group's investment portfolios. GPI holds anchor investments in the Grand West and Worcester casinos as well as owning the master franchise agreement for Burger King in SA. AEEI's biggest investment is in Premier Fishing along with promising strategic investments in Pioneer Foods, British Telecoms and SAAB SA.

But both companies are likely to look to developing a more meaningful presence outside SA.

In GPI's case, it is interesting to note that although Atlas Gaming develops gam-



bling machines for the Australian domestic market, the proposed transaction was aimed at opening the African market via GPI.

The way the deal works is that GPI will use its cash reserves to acquire the initial stake in Atlas along with Synot, a Czech-based gaming company, also subscribing for a similar shareholding.

After this initial subscription both GPI and Synot will each subscribe for another 5,05% of Atlas in 12 months' time.

GPI CEO Alan Keet said the deal mad sense as two additional revenue streams would be created.

The first, he explained, was the ability to sell new gaming machines into the South African and African markets. The second is that GPI will obtain the contract to manu-

facture all the gambling machines for the African market in SA via Retreat-based joint venture Grand Tellumat Manufacturing.

AEEI subsidiary HST also seems likely to leverage other African opportunities from its roll out of LIMS services to multiple laboratories in Tanzania.

Khalid Abdulla, chairman of HST and CEO of AEEI, said the contract supported the company's strategic drive to grow its footprint into Africa. "Due to our successful implementation of Hospital Information Systems and National Health Laboratory systems within South Africa, we are excited to start building our African footprint."

He said the Tanzanian contracts were obtained in partnership with Maxcom Africa Limited, a technology company

based in Dar es Salaam, Tanzania. Abdullah said AEEI was delighted at the prospects of now being able to deliver similar laboratory systems to Tanzanians and further into Africa.

Gerrit Henning, CEO of HST said the implementation project had already commenced and the solution should be operational during next month (October.)

"The foundation is set for further expansions."

He said the contract would advance the delivery of laboratory systems in Tanzania, assisting them with migrating away from current time-consuming paper-based environments. "This new system will allow them to provide a more effective turnaround time and efficient service to improve healthcare in the communities they serve."

Marley acquires Gypsum business of Lafarge

MARLEY Building Systems is pleased to announce the acquisition of the South African Gypsum business of Lafarge.

This acquisition is complementary to our business; being of equal size, we will team up to create a unique and competitive offer that capitalises on today's Southern African building trends. This acquisition is in line with Etex's vision of strengthening our position by investing in Southern Africa.

Southern Africa, a driver of growth in Africa for Etex

Firmly established in

both Europe and Latin America since 1905 and 1937 respectively, Etex aims to strengthen its position in Africa, with the Southern African region and Nigeria as the company's main drivers of growth. In the region, the demand for housing has been on the rise for years. The growing population — from 44 million in 2000 to 53 million inhabitants in 2013 — is one of the main reasons for this trend, along with an emerging middle class.

To put this into perspective: South Africa alone already accounts for 15% of Africa's GDP and has an average annual growth rate


of 2.2%.

In addition, the Southern African market is becoming increasingly regulated. Various quality standards are being adopted, with recent examples like SANS 204 for Energy Efficiency in Buildings and SANS 517 for Light Steel Frame Building. Consequently, alternative building methods, such as dry construction, are gradually replacing traditional construction.

A transition team to ensure a smooth merger

Besides amplifying its presence in Southern Africa, Mar-


ley Building Systems will also combine the expertise of various support functions, like marketing, sales and customer service. Thus, the company will achieve higher operational excellence and service quality, and a more streamlined structure in the region. A transition team will ensure the smooth merger of both companies, once the acquisition has been finalised. Because, as always, this transaction will only become effective upon Regulatory and Competitions approval. We will communicate further details with you in the coming weeks.



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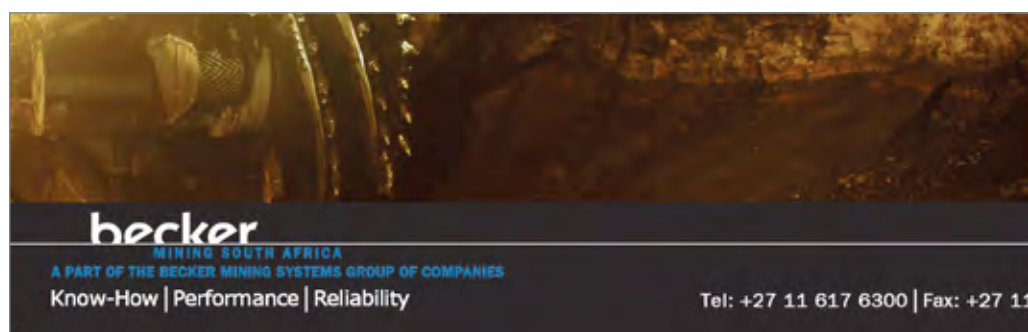
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Freedom frees up Stellies property

FREEDOM Property Fund, a real estate development specialist, has surprisingly sold off a recently acquired slab of industrial land in Stellenbosch for R49m, it was announced last month. The Stellenbosch industrial property – a sizeable warehousing facility located on George Blake Street in the sought after Plankenburg Industrial – was only acquired by Freedom in 2013 for R49m.

This seems a tough sale for Freedom – not only was no capital gain profit registered on the sale, but the property was independently valued at R59.5m with annual rental income of R4.3m. Freedom said the disposal would be used to settle the existing bond on the property and the remaining proceeds would be applied to specific approved future developments.

The sale of the Stellenbosch industrial property coincided with the resignation of Freedom's chairman, Patrick Burton, a well known and well regarded Western Cape businessman. CBN wonders whether the sale of the industrial property in Stellenbosch is to give Freedom some breathing room with its residential developments – of which a significant chunk is located in the Western Cape.

At the release of Freedom's financial results in May this year,

CEO Tyrone Govender said the company was moving in the right direction.

“Even dealing with a few unexpected dynamics, we are on track with all our projects.”

He argued Freedom had made substantial operational progress, successfully driving the implementation of its strategies and unlocking value for its shareholders.

Freedom's total revenue of R42.8m was significantly up on its forecast of R28.3m due to higher than expected sales of its stock of services stands. But future growth might hinge on the success of residential developments, and at least the news here looks somewhat encouraging.

Govender contended Freedom's mixed-use Langebaan Beach Resort in the Western Cape, bordering Saldanha, was ideally positioned to benefit from Transnet's proposed R10bn harbour expansion. It comprises some 312,000m² of zoned residential land, 427,000m² of unzoned residential land, 8,000m² of commercial zoned land and 21,700m² for institutional use.

He said Freedom was “well progressed” on plans to develop 7,000m² of commercial space, pending finalisation of leases for the property.

At Miami Village, adjacent to Shelley Bay area in the Western

Cape, Freedom has also entered into an agreement to sell 130 stands for a combined revenue of R14.2m against a cost of sales of R5m.

“The balance of 131 stands are expected to be sold rapidly too.”

At Gevonden, on the high-demand urban edge of Stellenbosch (bordering the successful Welgevonden Estate) preparations by Freedom for the development of 43 residential units for the mid-market were proceeding well.

Govender noted that although Freedom had a huge pipeline to deliver on and develop, raising equity for these projects was a challenge.

“While we have successfully concluded our term funding as we promised the market, we will continue to raise funding where we can. However, we are also taking an innovative approach to funding.”

In the case of Gevonden, Freedom is finalising a deal for a successful local developer to undertake the development and finance it on a turnkey basis. Govender said that on completion, ownership of the units would be split based on input costs, leaving Freedom with ungeared, popular rentable units, and the option to acquire more. Plus, he added, this was a low-risk approach to funding.

“We don't speculate; our developments are always demand driven.”

Voltex's ARK (Acts of Random Kindness) Campaign

VOLTEX prides itself on making a difference to the world of energy and the sustainable use thereof and undertakes this through its various product development initiatives. However, the foundation of a company's existence lies within the communities in which it operates and making a positive impact needs to encompass not only its operational objectives but also those of the communities in which it operates and who ultimately contribute to its success.

Voltex therefore jumped at the opportunity to become involved with the ARK Campaign (Acts of Random Kindness) which is founded on the principle that each and every



To kick start the charity drive Voltex will be placing a few coins into each of the 2,500 arks.

one of us “Can Change the World for Good.” There was immediate synergy with the purpose and intention of this cause. Furthermore Voltex was drawn to the fact that this campaign inspires its' employees participation and gives them the freedom to select recipients within their immediate communities.

Voltex will be distributing 2,500 ARKs, which are the yellow ark-shaped charity boxes, to its branches nationwide and encouraging the Voltex Group Employees to assist in ‘Changing the World for Good’ by filling an ark and giving it to a person or group that could really use an Act of Random Kindness.

This initiative is not compulsory, but Voltex believes that the inherent generous nature of its staff and their desire to make a difference will ensure that each and every one of the 2,500 arks are filled and given to someone to make a positive impact on their lives.

To kick start the charity drive Voltex will be placing a few coins into each of the 2,500 arks before distributing these to their branches during August. Voltex are proud to be associated with a cause that aims to remind people that we all have the ability and ultimately, the responsibility to make the world a better place through goodness and kindness.

Daybrook a ‘big fish’ for Oceana

Continued from P1

What's more industry catch levels in Menhaden are below sustainable levels. This provides Daybrook Fisheries with the opportunity to increase its annual catch while maintaining the sustainability of the resource.

The underlying suggestion is that Oceana's new found status as a significantly larger group with multi-country exposure will provide a platform to explore further initia-

tives globally. Certainly Oceana looks well capable of adding more offshore scale and early indications are that the company has identified cost savings at least US\$3m (R32m) a year based on an average exchange rate of R10,55 to the dollar that can be extracted from Daybrook Fisheries within two years.

Successful cost savings are likely to drive expansion opportunities for Daybrook given the sustainability of the

Menhaden fishing resource and a planned increase in processing capacity at a fairly new production plant.

Presuming Daybrook is smoothly shifted into Oceana's corporate machinations and delivers the expected profit flows, CBN would not be surprised to see Oceana – which is increasingly looking to market Lucky star in more African countries - baiting its hooks for a few selected African fishing assets.

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Accelerated learning for young engineers



Workshops are held at universities to expose students to the latest in drive and pneumatic technology.

THE South African engineering industry is at a challenging crossroads. Not only has it been accepted that our education system is not producing enough graduate engineers to meet future planned infrastructure development projects, but the skills the industry needs are being trans-

formed by a range of variables that are often difficult to incorporate on an educational design and curriculum planning level.

In the 21st century, the reality of the curriculum plan for engineers is that it understandably still focusses heavily on science and mathematics skills.

However, an important challenge that needs to be acknowledged is that engineering education has not changed significantly enough to meet the changes of our world on a social, technological, environmental and business competitive level.

The role of science and mathematics in engineering education obviously needs to be paramount. However, the demands of the 21st century require more pragmatic, flexible and experiential opportunities to put into practice what needs to be learned about an industry that is actually fast changing. Cooperation and collaboration between students, universities, industry sector bodies and businesses needing to em-

ploy engineers needs to take place more than ever before. And realistically it needs to be accepted that there will never be one perfect model or definition of engineering education. All stakeholders are important and the education mix that is required will constantly change.

Opportunities and challenges of the new engineering world

With an emphasis on improving mathematical and science knowledge by education departments worldwide, and access to ever improving computer power, engineering services can literally come from anywhere in the world. What they may not be able to provide, howev-

er, is innovation, design and problem solving skills. Such skills cannot be taught through any single subject, degree or faculty, but in reality only through experience and opportunities to learn in a supportive environment.

The ability to innovate, solve problems across multiple business layers and communicate across cultures and languages will be key factors that anyone competing in the job market will need to master.

In the engineering field, the challenges to personal ability are even more intricate. Not only will the engineer of the future need to innovate, but they will need to call on multiple skills to make the innovation a reality.

Innovation + hands-on learning = opportunity

The PneuDrive Challenge, a student mechatronic engineering design competition initiated in 2008 and sponsored by SEW-EURODRIVE and SMC Pneumatics (South Africa) is a practical example of how business, engineering faculties and students can collaborate in order to enhance engineering education. This strategic learning experience annually allows approximately 400 mechanical, electronic and mechatronic engineering students from around South Africa to analyse, design and experiment with intelligent automation systems according to a structured

learning path, which is in turn supported by coaches and subject matter experts.

Having access to engineering products and subject matter experts, from SEW-EURODRIVE and SMC Pneumatics (South Africa) who can advise on how to best select products and test proposed applications is an important step for engineering students who need to learn how to practically bring together engineering theory with real-life engineering design challenges.

This year's competitors, who have been challenged with designing solutions for the food and beverage industry, will have the opportunity to start step-

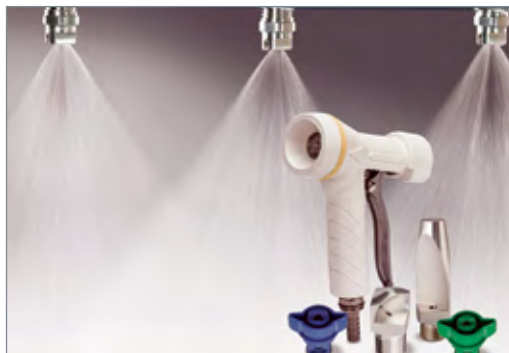
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Four must-have resources for food processors



contain valuable information on how to improve quality, minimize waste and boost production time in dozens of operations – cooling, cleaning, coating, lubricating, drying sealing and more. Some of the options include:

Learning how to apply coatings uniformly without waste

If you need to moisten products prior to further processing, apply oil on pans or conveyors, coat products with butter, glazes,

egg wash or other viscous coatings. AutoJet Precision Spray Control Systems ensure the solution is applied precisely and uniformly on the target with minimal waste.

Discovering new food safety solutions

For companies looking for ways to protect foods from pathogens, achieve clean labels, extend shelf life and for those needing a better method to sanitize conveyors, the AutoJet Antimicrobial and Mold Inhibitor Spray Systems are extremely effective for meats, poultry and baked goods.

Improving spray drying of ingredients, flavourings, dairy and more

Inconsistent particle size can result in both quality and bulk density problems. The SprayDry Nozzle Catalogue showcases a number of solutions and includes information on a variety of SprayDry nozzles that can consistently produce the exact particle size required.

New ways to clean and sanitize

For companies wishing to reduce cleaning time without compromising cleaning quality, there is a wide selection of tank cleaning nozzles and machines for vats, mixers, totes, blenders, barrels and more in the TankJet line. For cleaning of equipment and floors, the GunJet spray gun line offers a wide range of low-medium and high-pressure spray guns.

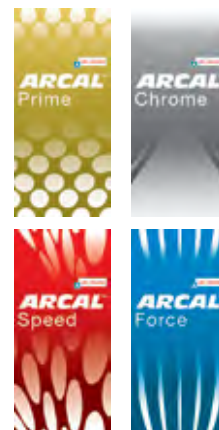
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The black swan in sales management

THE only constant is change but it's always a surprise so, when you least expect it, some Black Swan event takes place and alters your life. Often sweeping changes creep up on you little by little and before you know it, your daily lives function completely differently. Hindsight is perfect of course and you look back at all that change as being perfectly logical. When you're in the midst of change though, it doesn't seem quite so logical or perfect because it's positively unsettling.

It is difficult to imagine that less than forty years ago, the first home computer made its appearance: an 8-bit computer, barely capable of saving a recipe that needed to be meticulously typed in. In such a comparatively short time, we have leaped into a world that is absolutely surrounded by software because that smartphone in your pocket has more computing power than NASA had when it first started sending humans into space.

Interestingly, some sectors develop faster than others and adopt new technologies as game-changers – for example, gaming itself pioneered the drive towards greater performance and more crisp visuals. The military also poured billions into funding research on all forms of software planning for use in tracking scenarios to automation. People soon realised that computers are more efficient than humans at certain tasks such as admin, data capturing, and remembering minute details. The opposite applies for other functions at which humans natural-

ly excel, such as socialising, making spontaneous connections and picking up on non-verbal cues.

This attitude seems to have also influenced business processes because computers were seen as the perfect way to simplify how business is administered – by helping to keep track of stock, keep accounts in order, and admin up to date. However, the func-

tions for which computers were used completely avoided the more dynamic part of businesses: sales. That is, until now.

The field of sales management has undergone a remarkable change in recent years. Sales forces are at last being empowered in the same way that their colleagues have been. They have been given customised applications that have

revolutionised the way the whole business then operates. After all, without sales, a business cannot operate at all.

Sales management applications have eliminated the need for reams of paperwork and the weekly "admin day." Data can be captured in the field, orders can be placed while at the customer and simple online forms with

sketches, photos and drop-down menus have removed the need for a pen and clipboard.

Sales management is going through a Black Swan event and it's very positive indeed. If you run a business, if you're in sales, perhaps you could ensure you don't miss out on the benefits of this change. It's a game-changer for everyone.



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Accelerated learning for young engineers

Continued from P4

ping across the bridge that exists between academic theory and business reality. The winners of the competition will receive a ten day all expenses paid trip to Europe where they will have an opportunity to present their designs to the head offices of the sponsor companies – another invaluable learning opportunity for young engineers. SEW-EURODRIVE and SMC Pneumatics (South Africa) also offer equipment to competing universities to ensure that future students are afforded the opportunity to experiment with the latest in drive engineering and pneumatic technology.

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Pitting repairs in HT/HP process vessels

THE costs of corrosion can be colossal, especially where safety critical equipment is concerned, and especially in the oil, gas and petrochemical industries. There are direct costs involving equipment and part replacement, while hidden costs include downtime, delays, litigation and other unplanned overheads.

The most damaging form of corrosion is localised corrosion, which does not proceed uniformly and is focused at particular sites on a steel substrate. Crevice and pitting corrosion represent the main types of localised corrosion.

In pitting corrosion, an anode develops and maintains its electrical potential with respect to the surrounding metal, with a large cathode to anode ratio that allows the corrosion to rapidly form a pit. Pitting corrosion is especially prevalent in steels that have the ability to passivate - especially in stagnant conditions where the formation of a protective film is hindered by the presence of chloride ions. It is considered more dangerous than uniform corrosion because it is more difficult to detect, predict and design against. It is also difficult to repair.

Pitting can be prevented and controlled by using corrosion inhibitors, cathodic pro-

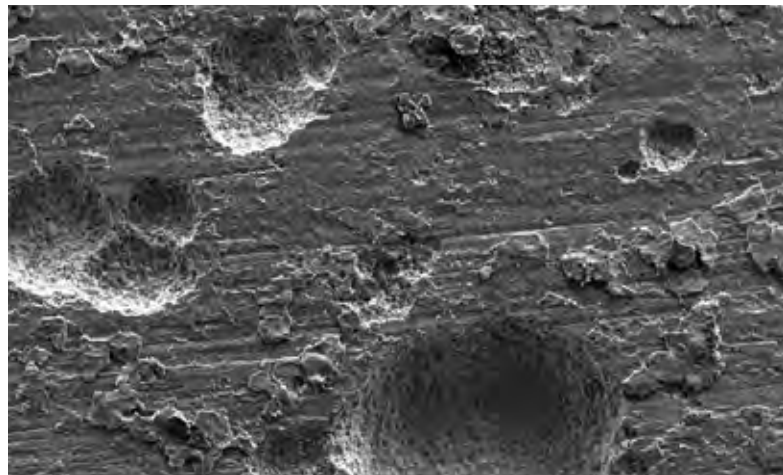
tection, and protective coatings, but these protective systems have been known to fail. Once pitting occurs a solution is needed that can satisfy three basic needs: (1) quick repair, (2) ease of repair, and (3) rapid return to service. Additionally, the maintenance solution should withstand service conditions for a considerable time.

Localised corrosion in the form of deep pits can be weld repaired to restore the original profile, but expertise and special tools are required. If either is lacking, repairs can do more harm than good because of the risks of distortion, weld cracks, stress corrosion and health & safety considerations. Welding repairs carried out on metal substrates over 30mm thick must also involve post weld heat treatment (PWHT) which may result in the loss of weld metal strength and toughness. PWHT is also costly because of the time that it takes - up to 40 hours. Further, welding over a metallic substrate involves metal being applied to metal, which does not remove the original problem unless the metallic substrate is coated with an organic protective material.

Another viable option to repair pitting corrosion is the use of cold applied epoxy materials. These 100%

solids paste grade materials have been on the market since the 1960s and have been continuously improved to withstand greater temperature and pressure levels as well as various in-service conditions. One example from the UK is that of an amine reboiler vessel at a gas terminal, which suffered heavy pitting corrosion discovered in 2011. The operator required the vessel to be back in service as soon as possible and was looking for an alternative solution to hot work. A paste grade epoxy material was chosen to fill the pits and the wall was protected with a modified epoxy novolac coating afterwards. Both the coating and paste grade material were designed to achieve full curing in high-temperature immersion service, minimising downtime. The reboiler was opened up for inspection in July 2015. No further pitting damage or corrosion was identified. Minor localised repairs were completed on the coating and the reboiler was returned to service.

In order to ensure fitness for service of pit-filling epoxy paste grade materials, the application should be carried out in strict accordance with manufacturer's requirements. The contracting company must



Crevice and pitting corrosion represent the main types of localised corrosion.

ensure that the surface is prepared correctly, that the repair material is mixed and applied properly and that it is allowed to cure in accordance with manufacturer's instructions. A typical pit filling procedure is summarised as follows.

All work must be carried out in accordance with the manufacturer's instructions.

The vessel substrate must be dry and contaminant-free.

Sharp edges or irregular protrusions should be ground down to a smooth contour with a radius of not less than 0.1 inch (3 mm.) All surfaces must then be grit blasted using an angular abrasive to Swedish Standard SA 2 1/2 (near white metal finish) with a minimum

profile of 3 mils (75 microns.)

Paste grade epoxy material must be mixed in the correct ratio.

The material needs to be applied onto the substrate until original wall thickness is restored.

The material must be allowed to solidify at ambient temperatures before achieving full cure in service.

One drawback traditionally associated with the use of epoxy materials for pitting repairs has recently been overcome, namely the amine bloom film which would appear on the surface during cure. The bloom would manifest in the form of sticky deposits that affected overcoat adhesion. It had to be

removed by first washing with a hot detergent solution followed by a fresh water wash, and then frost blasting prior to the application of a protective coating atop the pitting repair, leading to extended application time and labour costs.

The latest innovation in raw materials has brought on non-bloom technology,

where frost blasting of the applied material prior to the application of protective lining is not required. This feature was incorporated into the reformulated version of the Belzona 1511 (Super HT-Metal) which has been on the market since 2001. In addition to incorporating non-bloom technology, further evaluation revealed

the following enhanced features:

Frost blasting of the Belzona 1511 is no longer required when a protective lining is being applied atop with a 24-hour overcoat window, thus reducing application costs.

Application is also simplified with mixing and application possible at temperatures as low as 10°C (50°F.)

The rubbery domains used in Belzona 1523 and Belzona 1593, which were also incorporated in the polymer matrix of Belzona 1511, have improved the adhesion, flexibility and toughness of Belzona 1511. Tensile shear adhesion (ASTM D1002) has increased by 46% regardless of the cure temperature. Pull off adhesion has increased by 34% (ASTM D4541/ISO 4624.)

Continuous advancements in raw materials make it possible for coating and composite manufacturers to produce systems that are better value and easier to apply, at the same time minimising the risks typically associated with hot work. In this way, the indirect costs of corrosion, including downtime, delays, litigation and other unplanned overheads, can be significantly reduced.

Solas puts best foot forward

SHAMA Bridgemohan, owner of Solas Industrial Supplies, says her Athlone-based company is a proudly BEE 1 supplier of all safety wear for businesses such as safety footwear, glasses, ear plugs, gloves, uniforms, face and head protection, safety apparel, respiratory protection, etc. Solas Industrial Supplies is sponsored by Nordex Energy - a German wind farm specialist

- and is a verified supplier to Western Cape government.

Bridgemohan has tailored her business to be a one-stop-shop in safety wear, focused on customer satisfaction. She believes her customers should never have to follow up on an order or call for something they need, because Bridgemohan will be one step ahead of them in pre-empting their needs and requirements.

"I see myself as a woman in a man's world, and I have to be able to put my best foot forward as well as improve on my business skills," Bridgemohan said. "I saw that there was a need in the business industry for suppliers to service their clients' needs without them having to follow up or call only when they needed something. Clients also needed someone with a good turnaround time."



Shama Bridgemohan, owner of Solas Industrial Supplies.

Bridgemohan started her company with no funding and worked her way up, saying hard work and customer care got her to where she is today.

"I offer a service that most suppliers don't - I go to customers and do fittings and measurements to ensure there is no going back and forth of wrong order placing."

She also makes sure that if her clients put in an order, it is delivered with customer satisfaction. Bridgemohan's services don't stop at supplying, she also advises her clients on how to create a certain image for their company and what needs to be done in order to achieve that.

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New dawn for day hospitals?

THE opening of the Advanced Surgical Centre in Durbanville by listed Advance Health has highlighted the potential for fledgling day hospital sector to grow into a potent health care niche in the Western Cape. The company

also expects a number of greenfields projects to be commissioned in the next few months. Advanced CEO Carl Grillenberger said the opening of the company's first new day hospital in Cape Town was an exciting breakthrough.

"The day hospital has been completed on time and within budget ... The Durbanville facility has been well received by specialists, many of whom have committed to supporting the facility." The new hospital

comprises two theatres, one procedure room and 20 beds. Advance's development might be the signal that the day hospitals segment is about to come into its own with increasing numbers of South Africans

looking for accessible and affordable private healthcare outside of the traditional private hospitals sector. Day hospitals internationally have changed the surgical experience by offering a more convenient alternative to

hospital-based surgery where both patients and surgeons benefit from a simpler admission, surgical and post-operative procedure in a same-day-in-and-out facility. Business Day reported recently that the Day Hospitals Association

of SA (DHASA) estimated that in the Western Cape alone 10 new day clinic facilities are scheduled for development by 2017. Business Day also observed that inte-

Continued on P12

Uniforms are non-negotiable for security



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

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

an option currently. Other findings reveal that despite everyone wanting a uniform, most believed that more attention (92%) and budget should be allocated to uniforms, that they should take seasonal changes into consideration and that uniforms should be issued on an annual basis. Sparks & Ellis' Sude Wet says these findings are invaluable. "We can help our clients plan more effectively. Last year, many of the survey respondents were concerned about the cleanliness and smell of uniforms, and this year 60% of respondents feel that uniforms should be easy to maintain and keep clean. We made some improvements in response to the survey

findings and this is showing in this year's results." As might be expected, most respondents said that uniforms provide a significant financial sav-

ing for employees who do not have to purchase their own clothing for work. They also agree that the uniform instils a sense of pride in the

wearer and that, in turn, uniforms are a reflection of the level of service provided by the company. Most respondents felt more attention and

budget should be placed on uniforms (92%) and that this will in turn contribute to the promotion

Continued on P13

Contact-free and wear-free optical communication simple with Leuze

OPTICAL data transceivers are the appropriate choice for any application where data needs to be transmitted without cables and without interference. The Leuze DDLS 500 data transceiver makes contact-free and wear-free optical communication a simple task. Especially suitable for applications where mechanical systems are pushed to their technical limitations, this robust optical data transceiver has a patented single hand adjustment process making it quick and easy to achieve precise alignment of the data light beam. Data transmission of longer distances is just as simple as the unit has an integrated laser align-



The Leuze DDLS 500 data transceiver makes contact-free and wear-free optical communication a simple task.

ment aid. Four laser spots on the floor assist in the accurate alignment of the device. Equipped with Leuze's availability control, the transceiver offers constant monitoring of the receiving level which means that in the event of an impending failure the

user will be alerted. The Leuze DDLS 500 supports all common Ethernet protocols including Profinet, EtherNet IP, EtherCat, Ethernet TCP/IP and Ethernet UDP. The device offers real time optical data transmission at 100 Mbit/s over a distance of up to 120m. Access to technical support and information is via local Leuze distributor, Countapulse Controls. The company offers a comprehensive range of sensing, measurement, counting, switching, monitoring and positioning instrumentation, and supports customer through its technical advisory service hotline which is available 24/7.

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High speed doors for freezer applications



The entry door plays a critical role in maintaining safe storage temperatures for food products.

FOODBORNE illness remains a foremost concern for the food industry. Maintaining strict temperature controls within food storage environments is necessary to extend the life of perishable food products, reducing spoilage and associated health risks to the consumer. Foods stored for an extended period within the recognised temperature 'danger zone' – between 5°C and 60°C – can quickly become unsafe for human consumption.

The entry door plays a critical role in maintaining safe storage temperatures for food products. As the only opening to and from the storage unit, temperatures can easily fluctuate

when doors are improperly installed, unfit for purpose or regularly opened. A well-insulated cold storage room is necessary to keep temperatures stable and inhibit the growth of harmful foodborne pathogens. Poor insulation, particularly around entrance points, remains one of the most common ways for heat to infiltrate the storage environment; this will not only result in a decrease in the consumable life of cold-stored food products, but will also see a dramatic increase in cooling costs and create marked safety hazards for workers.

Maxiflex Door Systems introduces the high-quality solution

from Albany ASSA ABLOY that meets or exceeds these critical requirements. The Albany HS9010PFR, a high speed door for freezer environments, allowing efficient traffic flow while minimising temperature variations.

The high operating speed and excellent seal optimise the internal traffic flow and provide energy savings. The door can be set to open every 20-25 minutes to avoid buildup of ice on side guides and curtain. Heating cables in the side columns and motor help prevent this ice-formation. The unique direct door drive system eliminates the need for weighted bottom bars or tension system by actively driv-

ing the door curtain.

The robust steel, IP54 classified, is easy to operate and to program, and the mechanical main switch and emergency stop make it fool proof. The clear display gives a wide range of information like an easy to read cycle counter. To increase the admission of daylight and visibility, the door curtain can be equipped with windows or vision panels.

Albany High Speed Doors are equipped with a break away and automatic repair system. The curtain reintroduces itself after a crash to reduce downtime and maintenance. Features that make the Albany High Speed Doors completely safe

are that the soft bottom edge has no rigid parts, it moulds around any obstruction preventing injury or damage. When an object hits the door, the fabric curtain absorbs the impact and releases itself from its side guides without causing damage or being damaged itself.

Maxiflex Door Systems is sole distributor for Albany ASSA ABLOY in Southern Africa. Making these high-quality, high performance doors available to our market. There are High Speed Doors available for various specific applications, including the food industry, clean rooms, warehousing and other manufacturing industries.

Manhand grows into Torre Industries' umbrella

RECENTLY acquired by JSE-listed Torre Industries, Manhand is proud to offer its customers a wider range, rental options and better lead times while maintaining the customer service its customers know it for.

Last year Manhand was acquired by Torre Industries, a JSE listed industrial group with a

market capitalisation of approximately R2.5bn. The group has eight business units operating in the three segments of capital equipment, parts and components and analytical services. Its brands include Gabriel and WearCheck. Torre has an extensive African footprint, with operations across the Southern, West and Central

African markets.

Manhand Managing Director Denny Reddy says that with the backing and support of Torre, the company is able to manage stock more efficiently, increase stock levels and offer better financing arrangement. The company has also invested in a large rental fleet to service a grow-

ing demand from its customer base.

"It feels like the company has changed completely over the past year," says Reddy. "The team has grown, increasing our experience base, but the Manhand knowledge of the local markets, expert knowledge and strong customer service ethic remains."

The company offers Forklifts for a wide spectrum of industrial and commercial applications. Available in diesel, electric and LPG configurations for moving and lifting loads between 1.8 and 32 tons. Options include – outright purchase, rental and rent to own. New and used equipment is available. A two-year warranty on machines and full maintenance plans are offered, as well as a 24-hour breakdown service.

"We back the product fully in all respects," says na-

tional sales manager Graham Callanan.

Its warehousing equipment is suitable for a wide spectrum of warehousing, industrial and commercial applications. The range includes pallet trucks (manual and electric,) stackers (manual and electric,) lift tables, drum clamps, man-up cages, loading ramps and work platforms. These include a one-year warranty.

"A forklift is merely a commodity," Denny says, "what matters is who is behind that product, will they still be around when I need them, if it breaks will they support me. If you are buying a long-term asset you need long-term support. We are in it for the long haul."

The Manhand team are empowered to make decisions, on the floor, when it is needed. "There is no 'I'll get back to you'," says Denny. He believes that this is the crux of

good customer service, and insists that he and his team are always available, afterhours and on weekends.

Manhand (formerly D&H Engineering) has been manufacturing pallet trucks since the 1970s. From small beginnings it has consistently expanded its range and grown from a single site in Johannesburg to include additional branches in Johannesburg, Durban, Cape Town and Port Elizabeth; with dealers in Polokwane, Middleburg, Klerksdorp and Johannesburg.

Manhand will soon be incorporated under the Torre Lifting Solutions name, while still supplying the Manhand product, along with SA French and Elephant Lifting Equipment.

SA French is a single supply source for tower cranes, purpose built overhead cranes, slings, shackles and concrete buckets. As

the sole distributor in South Africa for Potain tower cranes and a recognised elite dealer by Potain of France, the company says all customers can be assured of the same service levels they are used to, as SA French guarantees 80% availability of parts on first call.

Elephant Lifting is a specialist supplier of cranes, monorails, electric chain hoists, chain and lever blocks, winches and wire rope pulling machines, lifting and spreader beams, mechanical grabs and clamps, slings, shackles and rigging accessories. It represents some of the foremost global brands and ensures all equipment is supplied with certificates of tests and conformance.

Torre Lifting Solutions (distributing the brand Manhand) will be at the Bauma expo from 15th to 18th September 2015.

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Joest Kwatani imports range of Aviteq electromagnetic drives

IN addition to importing a range of electromagnetic drives exclusively from Aviteq of Germany, specialist vibrating equipment supplier Joest Kwatani also supports its range of locally, in-house manufactured SFH electromagnetic super feeder drives.

Kim Schoepflin, managing director, Joest Kwatani, says that the company has built its reputation on developing an in-depth understanding of its customers' specific application needs, and this has ensured that customised solutions which reduce downtime are provided.

The SFH range of electromagnetic vibrating drives is designed for feeding bulk materials at a controlled rate from stockpiles and hoppers to bulk materials handling equipment such as belt conveyors, crushers and screens. Joest Kwatani attained this product range through its acquisition of Lockers Engineers over two years ago.

"These are designed for use in medium to heavy applications such as quarries, coal plants, steel works and the chemical and food and beverage industries, as well as food-processing plants," Theresa Walton, General Manager: Service, Joest Kwatani, says.

"The Aviteq range of electromagnetic drives is particularly suited to standard volumes where a high dosing accuracy is required," Walton adds. Joest Kwatani has been appointed the exclusive distributor for Aviteq, formerly AEG, products in Africa, including electromagnetic drives and controllers.

The Aviteq drives are especially useful for smoother stop-start operations, as opposed to using exciter gearboxes and unbalanced motors, which have a more immediate stop action. "This is extremely useful in the example of a food processing company, where precisely measured ingredients are required for each batch. The Aviteq drives can control these ingredients down to the kilogram," Walton explains.

Joest Kwatani is a locally owned OEM that designs and fabricates vibrating screens and feeders in-house. It has a 39-year track record of developing and supplying products for the African mining bulk materials handling market.

Joest Kwatani's

custom-designed vibrating equipment is engineered for tonnage, meaning that the equipment is characterised by its robustness and longevity in support of improving the customer's uptime. "We make a difference to our customers

by means of unique engineered solutions, which means the lowest cost of ownership for our customers," Schoepflin says.

The company is committed to providing a fast turnaround time, with 24/7 customer service through its com-

prehensive network of service centres and branches located in all of the major mining areas in South Africa, in addition to a significant stockholding of OEM parts, which includes Joest Kwatani's unbalanced motor and exciter gearbox range.



The Aviteq range of electromagnetic drives is available from Joest Kwatani.



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Eqstra operating profit rises 10.6% to pass R1bn mark

EQSTRA Holdings Limited today reported operating profit of R1.037m in the year to end June, a rise of 10.6% driven primarily by improving efficiencies, restructuring of operations and the identifying and ring fencing of excess assets.

Eqstra is an integrated leasing and capital equipment group with

value-added services in contract mining, passenger and commercial vehicles, industrial equipment and construction.

The improvement in operating profit was achieved in spite of revenue declining by 5.2% to R9.463m. Cash generated by operations rose by 4.9% to R3.111m.

Jannie Serfontein,

recently appointed CEO of Eqstra, described the full-year performance as encouraging in the context of exceptionally difficult conditions in the mining and construction sectors.

"Management has made important changes to the strategy, structure and operations of the business in response to the

lower demand globally for mining commodities and the stalled condition of the construction sector.

"These responses to new circumstances have born early fruit. We still have much to do and the management team is focused and energised. There is considerable scope to improve performance and to grow profitably in certain areas," said Serfontein.

The group curtailed expansionary capital expenditure throughout the year, especially in the Contract Mining and Plant Rental divisions, to improve the group's overall liquidity position.

During the financial year the Fleet Management and Logistics and Industrial Equipment divisions continued to

demonstrate the resilience of their respective business models by recording an increase in profit before taxation, despite the past year being characterised by tough economic conditions and slower growth as part of the short-term cash preservation strategy. The Contract Mining and Plant

Rental division's operating profit improved by 28.9%, showing signs of recovery in an industry that is in general under pressure. The terminations of various contracts in the past 18 months resulted in excess assets.

An impairment of Contract Mining and Plant Rental leasing assets was raised to the value of R97m, resulting in a loss be-

fore taxation of R38m (2014:R24m.)

Performance summary

- Revenue decreased by 5.2% to R9 463m (2014: R9,978m,) due to sub-optimal utilisation of revenue-generating assets and the conclusion of loss making contracts in the Contract Mining and Plant Rental division. Fleet Management and Logistics closure of used vehicle retail branches and termination of subcontractor agreements resulted in lower revenue, however profitability increased. Industrial Equipment division grew its forklift market

share, but low mining truck unit sales reduced distribution revenue.

- Operating profit increased 10.6% to R1,037m (2014: R938m) on a strong performance from Fleet Management and Logistics and Industrial Equipment divisions. Contract Mining and Plant Rental also benefitted by improved efficiencies and cost reductions.
- Revenue-generating assets (leasing assets and finance lease receivables) decreased by R52m or 0.5% to R9,982m (2014: R10,034m,) largely due to a decrease of R213m in Contract

Continued on P11





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Shrinkage is not a new diet ...

"SHRINKAGE is not a new and exciting diet," say John Valentine Director at Real Telematics, "Rather it is something that really sticks in your throat when you look at your company's profitability levels."

Wikipedia defines 'Shrinkage' in financial terms as "the loss of products between point of manufacture or purchase from supplier and point of sale."

According to the Global Retail Barometer, South Africa ranks in the top five countries globally with significant shrinkage problems. "I believe this is not news to us," says Valentine, "I think we can see the evidence of this scourge in the massive Loss Control/Prevention industry that has sprung up in our country ... and this applies to nearly

all industry sectors not just retail."

Shrinkage includes profit losses suffered through theft, poor maintenance, damages etc., and whilst there is a very big focus on the theft related controls, there is not as much focus on the maintenance and damages related issues.

"This is where Real FMX and its periphery products comes in," says Valentine.

Forklifts – and indeed all materials handling equipment – form a large part of modern day industry and can be found in practically all business sectors. They also form a significant part of Capex outlay, monthly maintenance and related expenditure. Real FMX assists in pro-actively reminding the Fleet Man-

ager/ Warehouse Controller of important tasks such as service intervals, load testing and driver licences.

It also helps with controlling costs on excess run hours, fuel and electricity bills, parts wear and tear, as well as indicating where significant (and minor) impacts have occurred in the operation that may have resulted in damages to the machine, other machines, racking, product and or the building itself.

"It is amazing how often we hear of forklifts that have driven through walls all by themselves or wiped out entire racks, or pallets of product with nobody having seen or heard anything ... Real FMX will identify significant events, the machine used ... as well as the driver/

operator involved," comments Valentine.

"We all tend to be very concerned about the high level impacts and indeed there can be incredible losses identified in this part of the scenario, but too often we forget that as much damage can be caused in low level impacts. Forklifts are very heavy pieces of machinery and if you add a load to the forks, and couple this with movement or speed you can create inertia that will wipe out anything in its path ... product or racking ... with barely any impact registering at all."

"Real FMX does a great job in mitigating many of these risks."

The company also offers Real Las – a stand-alone product which is used mostly in high level racking warehouses. Real Las is a Forklift Laser Alignment product that displays a visible laser beam that travels up the racking as the forks lift to the point where you want to engage the load.

"This allows you to clearly see the pallet pick up point and insert the forks safely without causing damage to the racking and or product."

Pickup at high levels can cause not only damages, but also pose a health and safety risk if not handled correctly and with the correct machine for that type of application.

"We find that Real Las has been welcomed as a cost effective alternative to high reach cameras, particularly in these cost sensitive times," says Valentine.

"Real FMX creates accountability for all..."





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Eqstra operating profit rises 10.6% to pass R1bn mark

Continued from P10

Mining and Plant Rental division in an effort to reduce the division's asset base relative to the group.

- Interest-bearing borrowings decreased by 5.7% to R7.519m (2014: R7.796m) mainly due to free cash generated by the business on the back of Eqstra tapering of expansionary capital expenditure.
- Net asset value per share increased by 11.5% to 921.8 cents per share (2014: 832.5 cents per share.)
- Cash generated by operations before changes in working capital increased by 4.9% to R3.111m (2014: R2.965m,) demonstrating Eqstra's ability to generate predictable cash flows on the back of annuity contracts.
- Headline earnings per share (HEPS) increased by 2.6% to 78.7 (2014: 76.7) cents per share as overall group performance marginally improved in a subdued market. Despite the impairment on leasing assets, earnings per share (EPS) increased by 1.2% to 61.3 cents per share (2014: 60.6.)

The Industrial Equipment Division's forklift businesses, both in SA and the UK, performed well with SA market share increasing to 35%. The Heavy Equipment and 600SA business units performed below expectations largely on the back of a depressed order book. Expansion in the UK is progressing well with the securing of the Konecrane distributorship. Subsequent to year end the distribution agreement with Terex Trucks was terminated.

The Fleet Management and Logistics Division continued to perform well. The successful launch of its new ERP system in the African countries, together with the business restructure in SA contributed to cost saving, with further reductions anticipated following the full integration of the SA operations. The division successfully retained contracts in line with its focus on retaining and optimising existing client relationships.

During the year the division achieved a 13.3% unit increase in value-added products (GPS, managed maintenance, warran-

ties) and developed a successful supply chain partnership with a leading dealership group. The growth is in line with the strategic intent of evolving into an asset light integrated services business. The Contract Mining and Plant Rental division successfully implemented a

turnaround strategy, with losses curtailed through improvement in efficiencies, ensuring execution according to contract terms and tender, improved utilisation on projects, change in personnel on some projects and engaging with employees.

The division implemented a ring-fencing

process with strict underlying protocols in order to accurately assess its excess assets. Of the approximately R1.610bn of assets that came off contract or that were identified as underutilised assets on existing contracts in the year, R0.868bn was re-deployed, sold, rented or leased. This is evidence

of the opportunities still available for earthmoving plant. Management further provided for impairments of R97m in this regard.

The Benga contract in Mozambique concludes in December 2015. Management is in negotiations with the concession holders to either extend the con-

tract or sell the assets to them.

Outlook

Serfontein says Eqstra is confident that its new 2020 strategy of restructuring the balance sheet to become less capital intensive and more services orientated will rebase the platform for growth.

"In addition, through improved operational efficiencies and complimentary diversification,"

"Eqstra will be positioned to sustainably support our purpose of moving value globally, through powerful partnerships and creative solutions and enhancing shareholder returns," he says.



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Goscor/Hulamin in Innovative Enterprise Development Initiative



(L to R: Reginald Nyandeni – Hulamin, Ngcebo Mbambo – Omalume Manufacturing and Projects, Tutu Jali – Multi-Lift, Sandile Nzimande – Wenza- Okuhle Logistics, Mike Keats – (Director, GLTC –KZN.)

GOSCOR Lift Truck Company (GLTC,) part of the Imperial group, and aluminium supplier Hulamin, have jointly devised an innovative scheme based on the revised Broad-based black Economic Empowerment (B-BBEE) Codes of Good Practice, which obliges corporates and government entities to support SMMEs through Enterprise Development (ED.)

ED is defined as a business transaction, which creates structures and provides financial and other contributions that assist Small Micro medium Enterprises (SMME) entrepreneurs to achieve business sustainability.

In the Goscor-Hulamin scheme, they created a business model in which the participating SMMEs - Multi Lift, owned by Tutu Jali and Omalume Manufacturing and Projects, owned by Ngcebo Mbambo - supply Hulamin with forklifts in contracts that, together, will be

worth about R11m.

Hulamin group communications manager, Noma Kanyile, says, "The basic idea of the scheme is that, based on a residual model, these entrepreneurs will own the forklifts at the end of the lease period."

She adds that Goscor's selling price includes a 3% discount, with the cash equivalent being invested for 60 months on behalf of the entrepreneurs. This will be used to settle the residual balance at the end of the lease period. "In this way full ownership of the forklifts will pass to Multi Lift and Omalume," says Kanyile.

"Depending on the condition of the forklifts at that time, Hulamin will then contract the services of the forklifts directly from the entrepreneurs for another two to three years, or the entrepreneurs will be able to lease them out to other end users outside Hulamin. Either way, through this model, the entrepreneurs will have been afforded an economic empowerment opportunity to acquire high-value forklifts at book value as a solid investment platform with which to generate a significant income stream with extremely low risk," says Kanyile.

She adds that the cherry on the top is that Goscor will provide forklift and business management skills to the entrepreneurs during the lease period.

Reginald Nyandeni, Hulamin Enterprise Development leader, says that one of the strengths of this scheme is Goscor's and Hulamin's "shared common purpose". He says that both companies un-

doubtedly see the long term economic value in creating and nurturing black enterprises within the equipment hire business.

He adds that both Hulamin and Goscor have faced difficulties at various stages of this ED process. "However due to unwavering commitment, both have managed the risks and have devised remedial actions to overcome challenges. The learning from this process has enabled Hulamin/Goscor to strengthen the development model. This show of commitment stems from the respective CEOs embracing of B-BBEE," Nyandeni says. "B-BBEE considerations were one of the criteria for awarding the multi-million rand forklift contract to Goscor," says GLTC's Michael Keats, "and it has been a pleasure working with Hulamin, Tutu Jali and Ngcebo Mbambo in the implementation of this exciting ED scheme.

He adds that Goscor has committed to use this ED model as a basis for other similar schemes at other client sites country-wide. "This will provide major economic benefits to SMME entrepreneurs in our industry across the length and breadth of South Africa," Keats says.

The final result of this process is that Hulamin, after a long period of being supplied forklifts by another leading company, awarded Goscor the contract in January 2013 to supply Hulamin forklifts. Since then approximately 60 forklifts of various sizes - from 2.5 ton to 20 ton have been acquired by Hulamin from Goscor.

Goscor has been the sole distributors of Doosan forklift trucks in South Africa for over 20 years. The machines are robust, reliable and tough for the most rugged of conditions. It is well-known how operators love the equipment and their ergonomic design. Also, proven, reliable engines, transmissions and other major componentry with one of the best fuel consumptions on the market - a fact that has been measured and proven at Hulamin - have helped the Doosan lift trucks to become a market leader in South Africa.

Multi Lift is a growing forklift company that Tali bought as a going concern in 2008. Currently it leases out five small capacity forklifts to Hulamin on a short-term rental basis. Multi Lift employs 12 technicians at its Pietermaritzburg workshop who service Hulamin's tractor and trailer fleet. As part of the Goscor-Hulamin forklift business opportunity, Multi-Lift has been earmarked to provide seven large forklifts with a contract value of about R6m.

Mbambo's Omalume Manufacturing and Projects was established in 2009. The company's core business is logistics services. Omalume currently supplies Hulamin with cherry pickers and, as part of the Goscor-Hulamin forklift business opportunity, Omalume will provide six large forklifts to Hulamin with a contract value of approximately R5m.

Between them, Jali and Mbambo have been selected to supply 20% of the total forklift fleet at Hulamin.

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New dawn for day hospitals?

Continued from P7

grated healthcare provider Intercare recently opened its first day hospital facility in Cape Town - the Intercare Medical Centre at Century City. The group already has three day surgery hospitals in Gauteng.

Cape Town-based private hospitals group Mediclinic has also seen the potential of day hospitals, having recently kicked off its day clinic strategy with the opening of a facility in Durbanville.

Meanwhile, Advanced plans to com-

plete its new Panorama day hospital development before the end of this year. The facility forms part of the Panorama Healthcare Centre, which is being built on the corner of Rothschild and Hennie Winterbach Streets in Panorama.

This day hospital will comprise three theatres, one laser room and 27 beds. During June, contractors already started working on the interior construction finishes.

Advanced also started construction on its

Knysna Surgical Centre at the end of April, and had completed the bulk earthworks and building by June. Advanced's Worcester Surgical Centre - a 15-bed Worcester day hospital on the corner of the centrally located Fairbairn and Russel Streets - is also on schedule. Advanced said refurbishment of the existing building had commenced, the foundations of the new extension completed and the foundation walls were under construction.



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The Apex SR 9000 is a fully gasketed heavy duty impact swing door that features a patented "honeycomb" framework and flexible urethane foam insulation. This is achieved by injecting high density non-CFRC urethane core into the hollow shell of the door and

gives the door optimum stability and superior soundproofing qualities.

Engineered to withstand heavy traffic and impact, the door panels are fitted with high bumpers to further absorb impact from forklifts, golf carts, pallet jacks and trolleys. In addition,

the perimeter edges on the door panels are bull nosed with a minimum radius of 8mm preventing excessive wear on the edges.

The rugged 3mm ABS outer facing of the Apex SR 9000 door is available in a variety of colours and it is imper-

vious to moisture, acid, petroleum products, salt solutions, animal fats and insects. It retains its physical properties in temperatures as low as minus 40°C and it will not chip dent, peel, pit or corrode. The door's seal which complements the insulated core re-

duces energy flow between environments.

The Apex SR 9000 heavy duty impact swing door is available from Apex Strip Curtains & Doors and its network of agents throughout South Africa. Technical and installation support is available.



Uniforms are non-negotiable for security

Continued from P7

of a company's image.

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

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

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



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Masslift Africa recently delivered its

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This milestone was an especially proud moment for the staff and management of Masslift. Cashbuild is a South African company, who believe in **delivering quality products at reasonable pricing;** a principle that Masslift and Mitsubishi forklifts identify with and try to emulate in their own business.



► For further information Marco Caverni on marco@mliift.co.za

To mark the occasion, Masslift had the forklift painted in the Cashbuild corporate colours and offered Cashbuild a year's worth of maintenance at no cost. This was as a token of appreciation for the support that Cashbuild has provided to Masslift over the last few years, naming Masslift its preferred supplier and putting Mitsubishi Grendia forklifts in 100 stores all over Southern Africa.

"I think it was the fuel saving that we offer that initially got Cashbuild interested. But I would like to believe that, almost 3 years down the line, it is the relationship that we have

built, based on good service, transparency and consistent communication that has cemented us as a Cashbuild supplier" says Marco Caverni, Sales Director of Masslift Africa.

"We are always searching for ways to reduce our costs while improving our efficiencies. The Mitsubishi Forklift provides Cashbuild with a major fuel saving, extended service intervals and a 3 year / 5000 hour warranty. This coupled with Masslift's service culture means our partnership has really added value to Cashbuild" says Etienne Prowse, Financial Director of Cashbuild.

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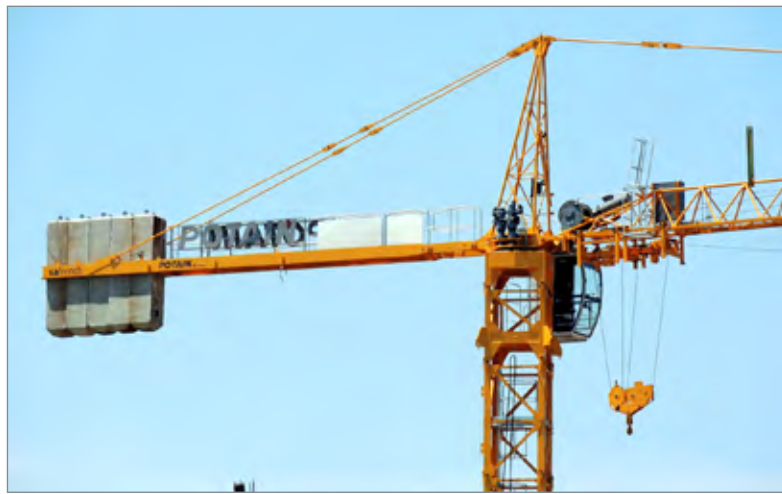
Torre lifting solutions suited to the African market at Bauma

TORRE Lifting Solutions will use its presence on the Torre Industries stand at Bauma to showcase its comprehensive lifting solutions to the local and African market. Incorporating SA French and Elephant Lifting Equipment, Torre Lifting Solutions offers a large and diverse footprint of customised lifting and materials handling solutions from respected leading brands. The company's quality-centric business philosophy is underpinned by its solid base of applications knowledge and experience which is enhanced by the extensive distribution network of Torre Industries. The end result is a total lifting solution

from consumables to tower cranes and overhead cranes.

The company offers a genuine single supply source for tower cranes, purpose built overhead cranes, slings, shackles, concrete buckets, pallet forks and brick baskets. It is the sole southern African distributor for the reputable Potain range of tower cranes. According to technical director of Torre Lifting Solutions Quentin van Breda, it has been recognised as an Elite Dealer by Potain of France, which means a guarantee of 80% availability of spare parts on first call.

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



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

ment works are of a fast-track nature. In addition to the Potain tower cranes, we also distribute a hoist range from Orbit as well as

offer this product on rental. Dieci telescopic handlers and self-loading mixers are a new addition to the product line up, and we

operate a rental fleet of tower cranes, telescopic handlers, hoists, slings, concrete buckets, pallet forks and brick cages, with a very high utilisation rate," van Breda says. The smallest machine in the tower crane rental fleet is a Potain IGO 22 self erecting crane with a 28m radius, while the largest is a Potain MD310 with a 70m jib

and a capacity of three tons at 70m.

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

An LME (Lifting Machinery Entity) accredited company,

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

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



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New angled support pedestal for Cooper split bearings

A new angled support pedestal for Cooper split bearings was unveiled at Belcon 18 International Materials Handling Conference, held in Johannesburg, by Bearings International, a leading Southern African distributor of bearings and power transmission products.

Cooper Roller Bearings is a globally-recognised expert in the design, manufacture and supply of specialist bearings since 1907. It has been distributed in Southern Africa by authorised distributor Bearings International since 1937.

The launch of this new product at Belcon 18 marks the latest collaboration between these two leading companies. Belcon is regarded as one of the foremost technical conferences of its kind in the world, attracting an array of international delegates, together with the display of the latest products and developments.

Cooper vice president of sales, Tom Black, explains that the new product represents the latest

refinement of the initial development of the pedestal in the 1960s. "The new version saves a considerable amount of time and manpower due to the fact that it slides directly under the shaft at an angle, which does not need to be raised with a hoist or a jack," explains Black.

Available previously as a bespoke solution, Cooper is now rolling out the angled pedestal across its standard range of SN and SD equivalent pedestal housings. Coupled with Cooper split bearings, customers and end users now have a total solution to reduce their maintenance requirements and subsequent downtime.

"With a split bearing, all of the components are essentially split, including the pedestal. The angled pedestal from Cooper facilitates quick insertion of the pedestal underneath the shaft. What Cooper has developed is a pedestal that, instead of being horizontal with the base, is angled to allow it to slide easily in under the shaft," Matthew Tyler, Cooper product

manager, Bearings International, highlights.

Tyler adds that the new product was well received at Belcon 18, attracting attention from major consultancies involved in designing materials handling systems for the mining industry. "All the major project houses who design conveyor systems took the time to come and see us."

With the mining industry under pressure to cut costs due to falling commodity prices, the focus is now on sweating existing assets and increasing the productivity of current operations. Reducing maintenance requirements is therefore a key focus for major component suppliers such as Bearings International.

"Some of the conveyor systems deployed to transport ore in the mining industry, both overland and underground, can be up to 20 km long. If these systems come to a standstill due to bearing failure, for example, it has tremendous implications on the bottom line," Tyler stresses.



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Condra delivers Synclinorium headgear cranes

CONDRA has completed load tests on two 25 ton headgear cranes manufactured at the company's Germiston works for Mopani Copper Mines' Synclinorium shaft.

The tests were witnessed by a representative from Mopani Copper Mines (MCM) during June ahead of delivery this month to the Nkana Mine, near Kitwe in Zambia, where the new shaft is scheduled for commissioning toward the end of this year.

The two headgear cranes are part of a bigger order that includes two 70 ton maintenance cranes for the project's winderhouse. Condra will begin work on these in August.

MCM's headgear cranes were manufactured as identical machines with very high lifts of over 80m. They feature high tensile ropes and incorporate materials of the best possible quality on critical components. Gearboxes, for example, are made of 36B case hardened stainless steel. Live axle drives have been used throughout.

Condra has manufactured several cranes for Mopani Copper Mines over the years, including overhead cranes, high lift machines and hoists.

Managing director Marc Kleiner said that this customer had named reliability and rapid service response among the reasons for awarding the order for Synclinorium's headgear and winderhouse cranes to Condra, which submitted a tender price higher than those of two rival bidders.

Rapid response is supplied by company agent EC Mining, which is based in the Copperbelt and able to react quickly to service calls using spare parts held in stock.

Kleiner said competitor manufacturers in the northern hemisphere generally found it difficult to respond promptly to service requirements in Zambia.

"Last year, we lost the order for Synclinorium's workshop cranes to a European company, but there have apparently been long waits for spare parts for these cranes when they were needed," Kleiner said.

"Copper mining companies need maximum production because of the currently depressed copper price, but this is dependent on the reliability of all machinery installed in the mines. There is no margin for excessive machine downtime.

"It is a fact that the ability of some of our competitors to respond to needs and realities of African continent lags behind that of Condra. I am pleased that we have been able to add

Synclinorium's headgear cranes to our long list of successful installations throughout this continent," Kleiner said.

An interesting aspect of manufacture of the MCM cranes was the flexing of factory production schedules in order to meet time-to-site requirements. According to Kleiner, this is something that Condra is accustomed to doing, whereas most rival

companies tend not to be as accommodating.

Africa's market for very high-lift cranes such as those for MCM has for many years been dominated by Condra, which designs these machines around the company's durable and robust K-Series hoist range, proven to be dependable under conditions of increased mechanical strain associated with high-lift applications.

The modular design of the K-Series allows rapid modification to specific high-lift requirements, resulting in delivery times that are usually the shortest available.

Competitive prices are the result of long production runs of standard parts.

Condra uses silumin rotor cores to enhance K-Series motor-starting torque in the high-lift role, and has developed

variable speed control levels on the drives to enable precise load positioning even on lifts of 100m and more.

Hoist speeds of between zero and 18m per minute, and travel speeds of between zero and 200m per minute, are possible.

Condra manufactures to ISO 9000 standards, and complies with the standards of ISO 14000 and ISO 18000.



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Absolute Rigging reaches new peaks with SCHEUERLE-KAMAG K25 H modular trailers

IN 2014, South African Absolute Rigging and Transport CC ordered its first modular SCHEUERLE-KAMAG K25 H trailers and wind tower adapters. Within a year and a half the company has purchased a total of 40 axle lines of SCHEUERLE K 25 H modular trailers together with three sets of wind tower adapters.

In 2014 Absolute Rigging secured direct contracts to transport abnormal loads. After that success it decided to strategically purchase vehicles and equipment from the TII Group. Due to this purchase, Absolute Rigging secured the onsite transport of wind tower sections for Wind



Regardless whether on public roads or in-plant operations, the K25 H is a reliable and cost-effective transport vehicle with its numerous models and its comprehensive range of accessories.

Tower Generators.

Mogamat Armien Hassiem, owner of Absolute Rigging, is more than satisfied with his purchase, "Absolute Rigging is the first 100% black-owned South African Company to buy modu-

lar trailers and wind tower adaptors.

This step proved to be a success for us, business is developing steadily and today we already have the second largest fleet of extendable steerable trailers in the country.

Choosing the worldwide leading TII Group as our partner was definitely the right decision and we are more than happy about the quality, the service and the can-do attitude."

The SCHEUERLE-KAMAG K25 H is a

proven modular vehicle of the TII Group. A high bending moment, a large oil volume, freely accessible steering rods, reinforced lamellar coupling and wear-resistant construction make the K25 H an incomparable product setting benchmarks in the heavy transport industry. The product range includes the K25 H SP (Self Propelled,) SPE (Self Propelled Electronically Steered,) PB (Power Booster,) SL (Split Type,) ES (Extra Strong) and the K20 (Light Version.) The SCHEUERLE-KAMAG K25 H is coupleable with certain competitors' brands and comes with a huge variety of available accessories.

Balancing the new B-BBEE scorecard with robust business growth

WHILE training budgets are some of the first to be cut when times are tough and

the bottom line dips, new legislation will penalise those companies quashing spend that

could ultimately support economic growth.

Introduced on 1 May 2015, the revised B-

BBEE scorecard stipulates that companies double their spend on training – from the cur-

rent 3% to 6% of payroll – in order to meet the mandatory eight out of 118 points on the scorecard. The top-down enforcement style of this blanket solution has many business owners up in arms.

Intake of learnerships by South Africa's transport and logistics sector has never been higher though and demand for Supply Chain Management (SCM) MBAs has likewise skyrocketed. The sector, contributing nearly 13% to South Africa's GDP, is well positioned to make a substantial dent in the country's unemployed youths.

"The demands of the scorecard can be achieved most cost effectively by uplifting the skills of those same unemployed youngsters," explains SCM expert and training provider Charles Dey. "By spending the same rands on the right people in the right programmes, 25 B-BBEE scorecard points can be attained."

Dey, alongside industry training doyens Tholsia Naidoo and Dave Walls of the Institute of Quality (IQ), spoke during the 37th Annual SAPICS Conference for supply chain professionals on the revised scorecard and its likely bearing on business.

While these changes could bolster SCM talent development and are in line with South Africa's National Development Plan to create 11 million jobs over two decades, Dey admits that from a greater economic growth standpoint the implementation could have

Connecting the hydraulic industry



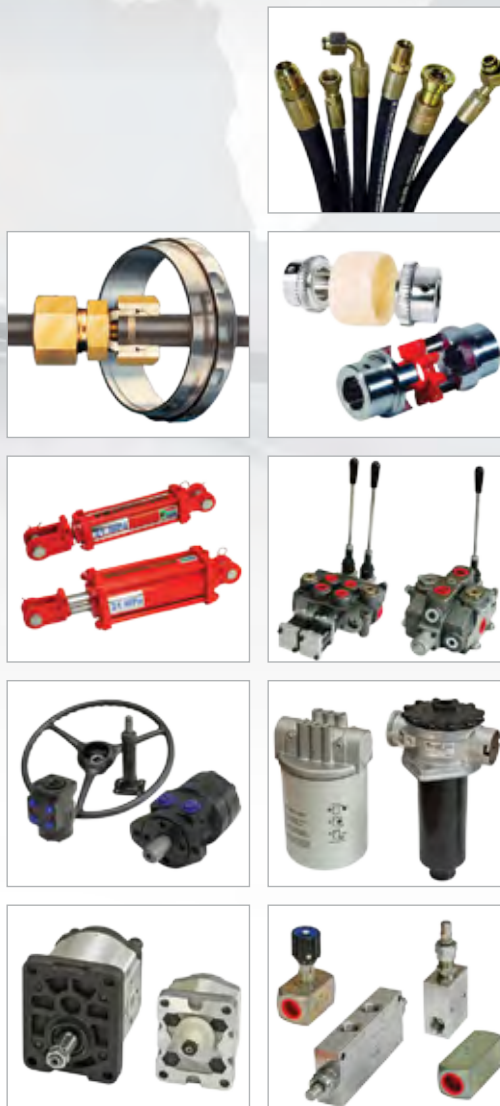
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BIDVEST employs around 137,000 people worldwide, but says its roots remain South African. In a big business environment, Bidvest runs with the determination and commitment evident in a small business heart.

“Bidvest Van and Truck Rental is a Franchise of Bidvest Car Rental and as a result we can offer you a one-stop-shop for all your transport solutions, namely: Car Rental; Door2Door; Chauffeur Drive, Coach Charter and Wheel Chair transport,” the company said.

The rental company explains why businesses should use Bidvest Van and Truck Rental, “Bidvest Van and Truck Rental Western Cape can provide your business with quality, affordable, transport solutions in the Western Cape area. We are owner managed for service excellence as well as being a 24 hour, 7 day a week operation for your convenience. Bidvest Van and Truck Rental has a national network of van and truck rental outlets and our vehicles are of the highest quality. Our offices are conveniently situated in

Paarden Eiland.” When renting, vehicles can be changed during your rental period to suit your needs, whereas this is not an option with purchasing. Rental vehicles are only a cost when being used for specific projects, purchased vehicles are a cost even when they are not being utilised.

“Rental vehicle payments are 100% tax deductible and include maintenance servicing and tyres. Rental rates are 100% fixed for the rental period.”

“We are continually expanding our fleet to meet the demands of our

clients. Our fleet ranges from ½ ton bakkies to 8 ton closed trucks. We also have 1 ton bakkies, single cabs and double cab 4X4’s, panel vans, 14 seater buses, and 23 seater busses.”

Bidvest says its Van and Truck Rental can offer your business a customised solution to meet your specific requirements - no matter what your industry.

“We currently assist businesses in the event, film, food and beverage, construction, logistics, security, agricultural, project management and engineering industries.”

Solar Panels reducing truck emissions for Shoprite



The solar panels eliminate ± two to four hours of idling per day for each trailer.

SERCO recently delivered more than 50 new trailers and replacement bodies to Shoprite all featuring a new Solar powered system designed to eliminate truck idling. Previously it was necessary to keep the truck idling in order provide sufficient power for the rear mounted tail lift used for offloading at multiple stores.

With the solar panels this is no longer required, eliminating approximately two to four hours per day of idling for each trailer, thereby saving approximately 1,600 litres of fuel per annum. Further benefits include eliminating the electrical cable connecting the truck and trailer to power the tail lift as well as reducing the

workload on the truck alternator and starter motor which no longer have to work excessively to cope with the required power draw.

The solar powered system is available through Serco and is in line with our objective to reduce carbon emissions for transporters and provide winning solutions to our customers.

ID Logistics expands operations

FOLLOWING the successful joint venture with Danone Southern Africa, ID Logistics Fresh SA (Pty) Ltd, part of the global contract logistics company, has announced its expansion to include 3PL services to other clients in the region.

The company established its presence in South Africa in 2012, with the aim of implementing a new chilled and ambient distribution network in South Africa to optimise Danone Southern Africa’s supply chain. Today, ID Logistics has a fully operational national operational footprint including regional distribution centres and an extensive secondary distribution network, together with managing the factory warehouse in Boksburg.

Etienne Juillard, Managing Director at ID Logistics South Africa, comments, “We have recently completed the roll out of our fresh product distribution solution through the opening of our four regional warehouses from April to June 2015.”

“We have a local project team and specialists with skills to manage and develop fresh distribution, and coupled with our global expertise, we are able to offer end-to-end logistics services for warehousing, primary transportation and secondary distribution. We have the capacity to deliver business solutions to retailers, fast moving consumer goods, fashion, high-tech, and cosmetics and fragrance companies.”

ID Logistics manages warehouses with a total capacity of 50,000m² in Port Elizabeth, Cape Town, Atlas, Boksburg and Durban. In the primary transportation and secondary operations, the company partners with reputable



ID Logistics Fresh SA (Pty) Ltd has announced it will offer 3PL service to other clients in the region.

hauliers in deploying the optimised fleet contingent to address secondary distribution operations. The entire fleet is equipped with a tracking system and an

alert system to provide real-time information to its transportation control tower.

The company currently employs a total of 575 staff in its

operations across the country, and with its commitment to job creation and the economic growth of the country, this number will continue to grow.

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Engen cements brand leadership with record 5th straight Sunday Times Top Brands award

ENGEN's top spot as South Africa's most loved petrol station network has been reaffirmed, as the company bagged a record fifth successive Sunday Times Top Brands award. Engen first won the award outright in 2011, after rising to joint first place in 2010.

"When you see an Engen forecourt, chances are that our promise of great customer service, exciting retail partnerships and fuels that offer both performance and economy come to mind," says Joe Mahlo, General Manager, Engen Sales & Marketing.

"To ensure that we deliver on our promise, we remain focused on ensuring that With us you are Number One, by developing products and offering services that resonate in the hearts of our customers."

Engen has, over the years, delighted the South African consumer consistently with a host of innovative convenience partnerships and exceptional customer service.

Mahlo says the company will continue to build on its winning strategy by seeking new innovations and tailoring its offerings to specific market segments. "Customer service remains a key determinant of success in our industry, so while we'll continue to focus on training our forecourt staff to provide fantastic service, we will also continue the roll out of our signature convenience offerings across our network, including fast food and restaurant partnerships, franchise bakeries, coffee, alternate payment partnerships and a range of other innovations, including our latest Butcher's Best Bil-

tong Bars," he adds.

Tasneem Sulaiman-Bray, Engen's General Manager: Corporate Affairs, says Engen's sustained success shows the brand is building an enduring legacy.

"We are constantly looking for new ways to remain relevant and ensure that we retain our market leading position", she says. "We are honoured by the enduring endorsements from motorists and their excitement for the fantastic innovations that we continue to bring to the market."

Engen has received many accolades over the years, with the most recent being 'The Coolest Petroleum Brand' in the 2015 Sunday Times Generation Next youth survey, also won for the fifth consecutive year.

Sulaiman-Bray attri-

butes this success to Engen's endeavour to make a difference in people's lives. "Engen is always looking to help people explore new horizons and new experiences. Whether it is through our various sports sponsorships, maths and science education programmes, or the quality products and services we offer on our forecourts, as a company Engen is with you on your journey."

"We are excited to continue building the Engen brand. We believe that we provide the best service, the best value and the best offerings to South African motorists and consumers," concludes Sulaiman-Bray.

Sunday Times Top Brands Awards is commissioned by Avusa Media and conducted by TNS Research Surveys.

ABB to install microgrid solution in SA integrating multiple energy sources

ABB, a leading power and automation technology group, announced that it will install an integrated solar-diesel microgrid at its Longmeadow premises in Johannesburg. The 96,000m² facility houses the company's country headquarters as well as medium voltage switchgear manufacturing and protection panel assembly facilities, with around 1,000 employees. The innovative solution includes a rooftop solar photovoltaic (PV) field and a PowerStore grid stabilizer, that will help to maximize the use of clean solar energy and ensure uninterrupted power supply to keep the lights on and the factories running even in the event of a power outage on the main grid supply. A 750kW roof-

top PV plant and a 1MVA/380kWh battery-based PowerStore will be added to the existing back-up diesel generators. This will enhance the use of renewable energy and provide continuity of supply when power supply is disrupted and during transitions from grid to island operation.

Power shortages, availability of renewable energy sources like wind and solar, fossil fuel price volatility and environmental concerns are leading to the search for sustainable solutions and there are thousands of facilities across South Africa and the continent that could leverage microgrid technologies to address these challenges.

South Africa has the highest electricity consumption in the

sub-Saharan region and demand continues to outpace supply. As highlighted in a recent report by McKinsey & Company, sub-Saharan Africa will consume nearly 1,600TW hours of electricity by 2040 – four-fold increase on 2010 consumption. This is based on assumptions such as a fivefold increase in GDP, a doubling of population, electricity-access levels reaching more than 70% by 2040, and increased urbanization. This would imply that by 2040, sub-Saharan Africa could consume as much electricity as India and Latin America combined did in 2010. "Alongside traditional and renewable generation, microgrids are increasingly being deployed to provide electricity to remote or isolated areas" said Claudio Facchin, President, Power Systems division. "They can also serve as a flexible backup source for industrial and commercial facilities and help address power disruptions."

ABB has a broad range of microgrid solutions including automation and intelligent control and stabilization systems. They enable very high levels of wind and solar power penetration in diesel-powered grids, reducing dependency on fossil fuel supplies and curtailing CO₂ emissions. ABB's comprehensive microgrid offering includes a range of technologies for off-grid applications like islands, isolated grids, remote communities as well as commercial and industrial facilities, ensuring utility-grade power quality and grid stability. ABB is a global leader in microgrid technologies with a proven track record of more than 30 installations. ABB is present in more than 20 countries in Africa with over 5,000 employees. Penetration of growth markets like Africa and supporting the emergence of power trends microgrids are key elements of ABB's Next Level strategy.

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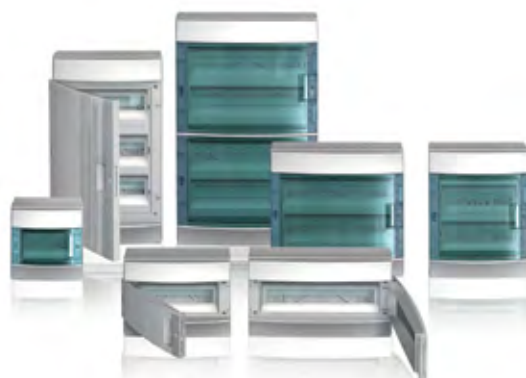
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Winds of change blows Absolute success

WHEN Harold Macmillan made his famous "Winds of Change" speech to the South African parliament in 1960, he wasn't thinking of the enormous benefit that wind in itself could bring to the African continent. Nor was Armiem Hassiem's grandfather, who started the family business Hassiem Transport when he bought his first truck back in 1924, the forerunner of today's specialised transport and rigging business *Absolute Rigging and Transport*.

CEO Armiem Hassiem established Absolute Rigging and Transport in 2009 as an offshoot of the original family owned business. He joined the family business in 1997, forsaking a career in medicine when the business needed new blood and a new direction to survive.

"There were plenty of transport companies around – and still are – and we needed to differentiate ourselves and become specialists and we saw opportunities in abnormal transport, rigging and machine moving and port services especially to the oil and gas and mining industries. This is where the company now places its focus," says Hassiem.

Absolute Rigging and Transport's aptly named motto is "Extending possibilities" and began with 20 employees in 2009 and has grown to more than 100 specialised riggers, operators and drivers who undergo local and global training from equipment suppliers who provide in-house facilities and send trainers to Absolute's Airport Industria premises.

Its fleet of extendable steerable trailers, rigging crews, crane trucks, semi and low-bed trailers, forklifts, telehandlers and specialized rigging equipment set the company apart from the competition. It offers a turn key solution for all your machine moving, factory relocation, container packing and unpacking and break bulk transportation requirements.

And that's where the wind comes in – or more accurately, wind energy from renewables.

"We saw an opportunity to specialise in the transportation and rigging of wind turbine generators (WTG) which require special trailers to safely move turbine blades, nacelles, and towers from ports to wind farm sites mainly in the Western, Northern and Eastern

Cape," he explained. Currently all wind turbines components are imported except some of the towers that are produced locally. There are real benefits to bidding companies to incorporate as much local content as possible in their tenders to the Department of Energy, which is where

Absolute Rigging and Transport cc has a competitive advantage as it claims to be the only 100% Black South African owned company to offer this specialised form of transport to the wind energy market.

"Having been in the transport business for so many years, we knew that local trailer manu-

facturers were not yet able to meet the stringent requirements of the equipment suppliers to the wind energy market, so we had to look further afield to Europe where specialised manufacturers already produced equipment to meet the exact standards demanded by the industry and to give

the WTG suppliers the confidence and assurance that their equipment would be handled in the same way as it would be in Europe."

"We bought our first 18m extendable trailer in 2009 locally, but when we needed a steerable extendable trailer we imported it in 2011 from Europe,

which has subsequently grown to a fleet of 14 extendable steerable trailers. This is the largest fleet of extendable steerable trailers owned by a 100% South African owned company in the country," says Hassiem.

The Company's first contract in the renewables sector was with

Spanish Wind Turbine Generator supplier Accionia Wind Power South Africa. The company successfully transported 782 abnormal loads of concrete tower sections from Concrete Units in Airport Industria to the Gouda Wind Farm

Continued on P27

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Section of concrete wind tower

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Project Solaris in South Africa earns RSB Certification

PROJECT Solaris in South Africa, has earned the Roundtable on Sustainable Biomaterials (RSB) certification for the production of the energy rich tobacco crop "Solaris" in the Limpopo region of South Africa. Solaris is a nicotine-free and GMO-free crop variety that yields significant amounts of sustainable oil that can be used as feedstock for bio jet fuel. Project Solaris has involved the RSB from the start to ensure the incorporation of the RSB Standards into the development and up-scaling protocols and to get the operations certified.

The project has brought economic and rural development to the Limpopo province in South Africa as well as a new regional bio jet fuel supply chain that is now RSB certified for environmental and social sustainability.

"Project Solaris has demonstrated that it can deliver sustainability on the ground in line with the RSBs global standard," said RSB's Executive Director, Rolf Hogan. "This is the result of a serious commitment to working with local stakeholders, rural development and reducing greenhouse gases while safeguarding the Limpopo's unique natu-

ral environment."

"The RSB certificate is a key factor for our company and development process," said Sergio Tommasini, CEO of Sunchem Holding. "With RSB we proved our Solaris technology under different aspects respecting sustainability criteria. Thanks to all partner efforts, we earned this important certificate. RSB believed in our technology and gave us the right advice to improve it during our scale up program. Developing a biofuel crop in South Africa's 'breadbasket' province has of course drawn us into the

centre of the food vs fuel debate," said Joost van Lier, Managing Director of Sunchem South Africa. "Having to undergo a systematic process of evaluating the social and environmental ramifications of this development as prescribed by the RSB has allowed us to feel confident in promoting Solaris, not only as a financially viable crop for farmers in the region, but also one that will not affect food security or lead to environmental degradation."

"SkyNRG, as one of the main founders of Project Solaris, believes that the RSB standard

should play a central role in the aviation sectors' efforts to develop truly sustainable jet fuel supply, meeting environmental and social safeguards. By receiving RSB certification, Project Solaris is achieving an important milestone for itself and for the aviation industry as a whole," says Maarten van Dijk, CEO of SkyNRG.

Boeing is a premium sponsor and promoter of the Solaris technology worldwide. J. Miguel Santos, Managing Director for Africa, Boeing International said, "We applaud South African Airways and the South

African Government for ensuring the sustainability of their emerging aviation biofuel supply chain as it is being developed. This milestone marks a very significant step forward in ensuring positive economic, social, and environmental outcomes for aviation and the planet."

South African Airways (SAA) is a supporter of Project Solaris and the end user of the fuel. Ian Cruickshank, SAA's Group Environmental Specialist, said "SAA is a proud member of the RSB and subscribes to the environmental and social sustainability prin-

ciples enshrined in the RSB standard."

This certification ensures that future fuels contribute to reductions in CO₂ and are environmentally sustainable and contribute social and economic benefits to our rural economy where it is needed most."

RSB is recognized by NGOs as the "most comprehensive and ambitious" biomaterials sustainability certification program in the world. RSB provides a holistic approach towards sustainability assurance, covering social, environmental, economic and operational aspects in its analysis.

Energas Technologies fired up for Apek-mini launch in SA

ENERGAS Technologies, supplier of high-end and specialised equipment to the oil and gas industries in Southern Africa since 2001, has brought to the local market yet another great innovation. Dynamite comes in small packages, they say, and the much-anticipated Apek-mini bears no exception.

Manufactured by HTT, experts in thermal oil, thermal oil systems, heat recovery and plant modernisation, the Apek-mini, a new product in HTT's range, represents a new efficiency class of heat generation. According to Laetitia Botha, Product Engineer for Energas Technologies, "The Apek-mini was developed as a highly efficient fired heater for smaller plants. It uses excess heat generated during process heating

to preheat combustion air of the thermal oil heater, which further increases the efficiency of the heater."

Technology that was, until now, reserved only for large plants, can now be realised in plants with a capacity of 300kW with the Apek-mini, and its advantages are manifold. The Apek-mini recovers energy from hot waste gases and its system components have been optimally harmonised to achieve 100% waste gas pollutant reduction. The system is easy to retrofit, boasts short amortisation periods, and almost all of the heat generated by the system is put to use, resulting in a distinct increase in efficiency, and a kinder approach to the environment.

"The Apek-mini is the perfect optimisation for HTT thermal oil systems and is used in var-



Energas Technologies is a member of Southern African Gas Association NPC.

ious industrial sectors, such as the chemical, textile, food, metal, rubber, mineral oil, wood and printing industries," comments Botha.

The Apek-mini was developed in response to the need for smaller operations to have access to adaptable world-class heating

technology. Already successfully installed in several plants across the world, the Apek-mini was developed and manufactured in-house through a process of design and development, planning and manufacturing of measurement, control and regulating systems and switchgear

plants, as well as mechanical production for the finished product.

"Preheating the combustion air of the burner of smaller units represented a challenge for us. However, through research and development, technology was engineered to make the Apek-mini a

one-of-a-kind product that can do just that," remarks Botha.

Three basic principles guide the unique workings of the Apek-mini, including its firing system, preheating of air, and air supply. The firing system uses the latest burner technology with coupled electronic control and low NO_x burner tip assembly and achieves best waste gas pollutant reduction. Air is preheated through a simple design feature and is precisely controlled by an internal bypass flap, which is also available with controlled drive. A cold air fan is installed directly at the air preheater for air supply. It carries a highly efficient motor and is built compact to save space. The system is also available in vertical or horizontal configurations for adaptability and further space saving.

Daub Backtechnik, a Hamburg-based global supplier of bakery equipment, had the following to say about the new Apek-mini, "We have waited a long time for such a system as the Apek-mini. With this system, our customers are capable of using even small amounts of energy in the best possible way. In addition, we now have both an alternative and supplementary system for warm water generation in our customers' enterprises."

For Energas Technologies and HTT, safety is the top priority in every installation. "The technical safety outfit of an HTT thermo oil fired unit complies with DIN 4754 guidelines according to the German Institute for Standardisation for preliminary flow monitoring, minimum oil level monitoring in the expansion container, temperature supervision of preliminary heat and flue gas, as well as of the preliminary heat temperature regulation. And of course all boilers have a CE construction design licence complying with Module B of the EC Pressure Device Directive 97/23/EG," notes Botha.

With the backing of a global entity like HTT, Energas Technologies has expert product support from a single source, which it carries through to its customers. Says Botha, "The support ranges from consultation and planning of novel products, and extends to customer-specific engineering and project finance. Whether it's a completely new system, expansion or modernisation of inventory or used systems, Energas Technologies is well-positioned to develop customised solutions for its clients," concluding, "With product maintenance, after-sales service, a 24-hour service helpline, spare parts supply and training for our customers' employees, we ensure the sustainable and smooth operation of our clients' systems and equipment."



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Technology that was, until now, reserved only for large plants, can now be realised in plants with a capacity of 300kW and higher with the APEK mini, where excess heat generated by the thermal oil heater is reused to preheat the combustion air of the burner.

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Taking account of the trend towards Central Vacuum Solutions

THE trend towards individual vacuum solutions for single processes or entire production plant continues to increase. The driving force behind this development is the desire to make processes as reliable, efficient and reproducible as possible. Busch is helping to realise this objective by conducting a massive worldwide expansion of its vacuum systems operations.

Busch has been manufacturing vacuum pumps in Germany for more than 40 years, specialising exclusively in the

planning, design and construction of individual vacuum systems.

The most important market sector for Busch products is the chemical processing industry, in which Busch vacuum pumps are used in practically all applications requiring vacuum. Busch specialists can call on the experience gained from thousands of vacuum system installations throughout the world. In recent years Busch system construction departments in various countries have been ex-

panded and upgraded, and competence centres have been opened specifically for the chemical and pharmaceutical processing industries. These competence centres respond directly to the main Busch subsidiary of their country.

One of the centres in Germany is located in Maulburg, where – as in other countries – customers are assigned experienced process engineers and chemists as contacts to assist with consultation, vacuum system planning, and design.

The detailed planning of the project is carried out by a system construction team. All vacuum systems are completely assembled and tested in-house before delivery, installation and commissioning at the customer's site. The customer has the advantage of a single contact for enquiries, who will assist throughout the project – even after the commissioning phase. Busch offers service agreements providing a full guarantee for the vacuum system, all maintenance tasks, and an immediate response if a fault should occur.

Busch process engineers and vacuum specialists can draw on a wide range of Busch vacuum pumps when de-

signing vacuum systems. The COBRA screw vacuum pump series alone has twelve models, with pumping speeds of up to 2,500m³/h. These dry vacuum pumps are available in a number of variants.

Liquid ring vacuum pumps of various Dolphin series are also frequently used as standard modules in Busch vacuum systems. The Busch standard product range offers Dolphin vacuum pumps as single-stage or two-stage versions with pumping speeds of up to 4,400m³/h. They may be operated with process-compatible fluids. The extensive choice of construction materials, seals, and sealing mate-



Busch vacuum system for chemical processes with COBRA screw vacuum pumps

rials allows systems to be perfectly matched to process parameters.

A suitable booster pump model may be chosen from several series of rotary lobe vacuum pumps. All Busch vacuum components are available in ATEX certi-

fied versions. The wide range of individual components allows vacuum systems to be custom made to meet customer requirements: the most suitable, economical and reliable solution for the individual customer is selected.

Positive growth for Positively Pumps



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- Screw
- Hot oil pumps
- Gear pumps
- Supply new pumps, spare parts and repairs (to all makes of pumps)

The company also offers solar pumps, panels and inverters, and can retrofit existing water pumps to run off solar power.

CAPE Town market Viking distributor, Positively Pumps, is pleased to announce that it is opening a water division in Johannesburg. Having recently been appointed the official distributor of Vesta Pumps (Europe) for South / Sub-Saharan Africa, the Positively Pumps team look forward to introducing its high service levels and inclusive range to the Johannesburg market. Gary Sternsdorf, pump market veteran brings over 15 years experience to the Johannesburg branch, Brian Cumming, owner and director of Positively Pumps Cape Town and Sternsdorf worked together for a number of years. On a recent visit to Johannesburg, and a chance meeting between the two Cumming asked Sternsdorf if he would be interested in a partnership – thus Positively Pumps (Water Division) was born. Cumming could not be happier with having Sternsdorf on board.

“Sternsdorf brings with him not only

knowledge and experience, but he has a burning desire to service and satisfy all customers,” says Cumming.

Positively Pumps Water Division Johannesburg will offer all types of water/dosing pumps including:

- Centrifugal
- Split case

Second to none water pump solutions from Goscor Power Products

GOSCOR Power Products supplies an exceptionally wide range of compact, reliable and efficient water pumps to meet virtually any pump application in the agricultural and construction industries.

“A farmer's water pump requirements are as diverse as the agricultural industry itself,” says Mark Bester, Managing Director for Goscor Power Products.

“Whether a farmer needs a water pump to irrigate or fertilize his crops or to pump

water to or from storage tanks, we have ensured that we stock a range of petrol and diesel water pumps that is wide enough to meet practically any water pump require-

ment and budget.”

The comprehensive water pump offering from Goscor Power Products includes clear water, chemical (fertilizer and salt water,) slurry, semi- and

trash pumps as well as high volume units. “To ensure that we meet our customers' requirements spot on, we have gone a step

Continued on P22



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Second to none water pump solutions from Goscor Power Products

Continued from P21

further; we have extended our range to be able to offer high quality, world leading premium brand water pumps to more affordable options," explains Bester.

The PTX320 water pump is the company's flagship. Driven by the highly advanced, economical and easy to maintain Robin EX engine, this powerful pump delivers up to 1000 l/minute and boasts a 32m pump lift capacity and a suction height of 8m, making this unit ideal-

ly suited for heavy duty applications that require large pumping capacity.

The LT20XC water pump is a more affordable solution for light duty applications. While lighter on the pocket, the LT20XC certainly does not compromise on quality, performance and reliability; with a 20m pump lift capacity and a suction height of 7m, this pumps has a delivery capacity of up to 360 l/minute.

Goscor Power Products' water pump technology boasts a

number of additional features for economical and trouble-free operation:

A durable and tough construction - the impeller and inner-casing manufactured from cast iron while the pumping casing is manufactured from aluminium die casting; Self-priming - no water is required for subsequent pumping operation once initial pumping is done;

Water-resisting properties - mechanical seal.

The complete water pump range is available and supported by

Goscor Power Products' dealer network which is strategically located across South and southern Africa including Botswana, Mozambique, Namibia, Zambia and Zimbabwe.

Goscor Power Products has over 30 years' experience in the supply of a holistic spectrum of power equipment including pumps, generators, welders, firefighters, engines, rammers, rollers and compactors, backed by quality parts and reliable technical teams.

Southern Power Products to participate in global testing phase of new engines

FOLLOWING an exclusive agreement between Southern Power Products and Cimco Diesel Marine AB, South Africa will join the focused worldwide pre-series testing phase of Cimco's OXE Diesel S-BPU engines.

Southern Power Products has partnered with Cimco Diesel Marine AB to supply Sub-Saharan with OXE Diesel S-BPU engines - a new outboard motor conceptualised for the commercial market that powers off a horizontal instead of a vertical engine configuration.

"We are extremely excited to be part of the revolutionary OXE technology and to introduce a true diesel outboard solution to the marine industry," says Jacques Brummer of Southern Power Products.

The engines will be fitted to a customised



Southern Power Products (SPP) - CEO, Jacques Brummer and Cimco Diesel Marine AB - CEO Special Projects Account Manager, Andreas Blomdahl.

Nautic Africa vessel that will be earmarked to do a long range trip around parts of

the African continent, with product demonstrations at key markets. Locally, a test inflatable vessel will be outfitted with a single OXE configuration for customer demonstrations and will be tested once they arrive in December. Not currently in production or available to the market, the OXE engines will undergo real world testing internationally via Cimco's global distributorship prior to production finalisation. The engines are due to enter into production in the second quarter of 2016, but the series is already attracting the attention of international maritime media who anticipate that the combination of inboard diesel type power and outboard flexibility will appeal to the commercial market.

"The exclusive agree-

ment between Cimco and Southern Power Products will make the engines available to the local shipbuilding market on their release," says James Fisher, CEO of Nautic Africa.

The patented S-BPU (self-contained belt propulsor unit) technology is the key to the development of a unit that answers to the needs of the commercial sector for continuous daily operation. With the elimination of bevel gears and transfer shafts, the belt technology provides increased torque transfer to the propeller.

Designed to meet the needs of US military and NATO with regard to Tier 3 emissions standards as well as refuelling in terms of the geographical availability of diesel, the OXE Diesel S-BPU - now in its seventh generation - has already undergone rigorous in-house testing.

The engine will be further validated over a variety of different environments and applications as Cimco distributes approximately 20+ units to collaborative partners worldwide.

The local industry will have the added opportunity to engage with the innovative outboard at the Cape Town Boat Show in October this year where Southern Power Products will demonstrate the OXE Diesel S-BPU ahead of its official commercial release.

Southern Power Products is anticipating the successful introduction of the engine and aims to establish sales and service network for the Cimco release in Sub-Saharan.

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Empowerment accolade awarded to the Oceana Group

FOR a South African company focussed on real and thorough transformation, there can be no greater recognition and reward than leading the list of the top 100 empowered JSE-listed companies in the Independents 100 Most Empowered Companies ranking.

The Oceana Group has retained the status it achieved in 2014 when it was recognised as the Most Empowered JSE listed company at a business dinner held on Thursday 27 August 2015. The research on empowered companies which underpinned the awards was undertaken by Empowerdex, a leading empowerment rating agency and the report was produced by Intellidex, a capital markets and financial services research house. The survey is aimed at raising awareness in society of Broad-Based Black Economic Empowerment (B-BBEE) in South Africa. It is revealing about the massive strides the Oceana Group has taken since being ranked 70th in 2004 and 2nd in 2013 on the empowerment score card.

Oceana is at the forefront of real and effective transformation with a total B-BBEE score of 98.39 points in 2014 (2013: 95.17 points.) The company's score improved due to tangible improvements in management control, skills development, preferential procurement and employment equity.

It retained maximum points for ownership, enterprise development and socio economic development. For the first time, in the 2015 assessment the company scored maximum points in all scorecard elements save for employment equity.

Oceana also came first among its peers in the Food and Beverage sector. "Where others saw potential for fishing rights, we saw potential for converting our fishing rights into human rights," said Francois Kuttel, CEO of the Oceana Group. "We are not just paying lip service to transformation, as evidenced again last month when the seventh Oceana Empowerment Trust Distribution was paid

out and a total of R7.5m was shared out amongst 2,555 qualifying employee beneficiaries. We truly are sharing the value the Oceana Group is creating and view this as what our country needs for socio-economic stability and the long-term sustainability of our business."

"Maintaining our status as a black owned and controlled fishing company and ensuring that we retain our credible empowerment credentials will assist with the retention of our commercial fishing rights."

"This in turn will enable Oceana to remain Africa's most efficient convertor of global fishing rights into shared value. We are proud that we have turned our fishing rights into human rights through empowering our workers and supporting communities in which we operate" he concluded.

Hake catches reassuring

LOCAL hake fishing stalwarts, Sea Harvest and I&J, appear to still be trawling contently with no real rough patches threatening profitability. Although the local consumers appear to be sagging under tough economic conditions, both companies should benefit in the months ahead from the weaker rand buoying export revenue and the lower oil price keeping a lid on fuel costs for fishing vessels.

Sea Harvest is controlled by empowerment company Brimstone Investment Corporation (which also owns around 16% of Oceana,) while I&J is owned by consumer brands giant AVI. Both parent companies seem positive about the respective fishing companies' performances.

Brimstone reported recently that Sea Harvest's operating profit before interest increased by a solid 35% to R89.3m in the year to end June.

Brimstone indicated that Sea Harvest's catch rates were 8% lower than in the prior period, but that

this was partly offset by improved vessel utilisation.

Sea Harvest successfully integrated its new R125m vessel Atlantic Peace into the fleet during the financial year.

Sea Harvest's sales volumes increased by 6% with strong growth in export markets – obviously helped by the weaker rand against major international currencies. The company's global footprint includes Australia, the USA, the United Kingdom, France, Spain, Sweden, Switzerland, Italy, Germany and Holland.

But Brimstone warned that Sea Harvest's local sales were under pressure in the period in line with the current economic environment.

According to a recent trading update from AVI, I&J is set to increase revenues by around 8% to R1.96bn in the year to end June. AVI noted that I&J's second half of the financial year was not as strong as anticipated because of unusually inconsistent fishing catch rates in

the fourth quarter. This resulted in additional fishing costs as well as the deferral of sales into the next financial year.

More detail will be available around I&J's performance when AVI releases its year end results later this month.



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Sea Harvest launches new campaign to improve understanding of its business and product

SEA Harvest has embarked on a new initiative to inform and educate consumers and other stakeholders about the effort and commitment involved in sustainably harvesting and producing a premium seafood product from vessel to plate. The creative "Savour the sea" campaign comes after a seven year period during which time the company had no television advertisement campaigns.

According to Sea Harvest Sales and Marketing Director, Konrad Geldenhuys, "As a company operating in the fishing industry that

catches Cape Hake in the wild, we often feel misunderstood and underappreciated. Our sustainability credentials are evidence that we share our stakeholders' concern about the sustainability of the natural resource and invest huge effort in not only responsibly extracting our fishing quota from the sea but in how we manage and operate our business. This prompted us to try and communicate a particular message and change our old brand tagline from 'We just do fish' to 'Savour the sea'. We wanted to show a glimpse of what it is like for our crew



hard at work out there in the deep sea."

With wild caught Cape Hake, nets are cast up to 800m deep, 100 nautical miles out at sea and vessels and crew often have to en-

sure very rough sea conditions with swells higher than six meters.

Geldenhuys adds that catching and processing deep sea Cape Hake is highly capital and labour intensive

and involves expensive trawling vessels, experienced crew, highly skilled staff and expert product and marketing strategies to ensure global competitiveness. "We operate in highly

competitive markets, both in South Africa and internationally and continuously need to innovate and ensure that our products are of a premium quality to satisfy the demands of our customers and consumers, not only in terms of taste, but also convenience," he says.

Established in Saldanha Bay in 1964, Sea Harvest has become synonymous with the rural West Coast town

creating positive social change. We provide around 2,400 jobs with maximum local beneficiation. This means that we don't take the raw material and send it overseas for further processing; as a result of our added value processes, we derive maximum economic benefit in and for the West Coast and South Africa. Most of our employees individually own 21,000 shares in the business, which amounts to a 5% of the company among all full time employees, via the Sea Harvest Employee Share Trust. Through the Sea Harvest Foundation, we have also invested millions of Rands in community empowerment projects during the last ten years."

Through the Sea Harvest Foundation, we have also invested millions of Rands in community empowerment.

over the past 50 years. Its fishing operations remain a key source of livelihood for the local and surrounding communities, including Vredenburg, Velddrif and Hopefield.

Geldenhuys states, "Sea Harvest has played and still plays a large role in promoting the welfare of people in these communities and

The TV ad, produced by Cape Town based agency CRT create, was filmed over three days at sea on one of the company's own vessels, the Harvest Bounty, and stars the company's own sea-going crew working under normal operational conditions as opposed to professional actors, to provide an authentic feel of the conditions at sea, and to accurately reflect the effort of the catch.



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Balancing the new B-BBEE scorecard with robust business growth

Continued from P16

been timed better. "Where SA business needs to be extremely robust, placing such a huge emphasis on skills development without linking it to the capabilities needed in reality, might be seen by some as ill-considered, especially in terms of timing, as there are so many variables currently making business in SA very hard," he explains.

Dey, Naidoo and Walls points out that undeveloped companies could have it easier than older companies established on pre-BEE criteria. "It is immensely important for these companies to remain aware of the changes in BEE legislation and match rate of transformation with rate of growth. Spend 2.4% of payroll to avoid being penalised, or just focus your training efforts on learnerships."

Administering learnerships is traditionally very complex – a fact that isn't likely to change

soon. "Until a change happens, no matter the size of your payroll, skills development is more an imperative now than it has ever been," says Dey.

"SCM undoubtedly has enough to pay attention to, and should partner with experts that can help navigate current complexities," adds Naidoo. "Team up with training providers that can develop initiatives that will not only give you all the possible B-BBEE points and benefit from all the incentives available, such as those from SETAs, but also help you to build a robust business."

"Businesses should not relegate training to an operational level. It should remain a strategic imperative at board level. Skills development should change into talent development and make it one of the strategic pillars of a business," closes Walls.

Mistakes to avoid when taking out business insurance

THE costs of insurance is one of the biggest bugbears for many businesses, but those that under-insure or purchase inappropriate cover run the risk of substantial losses, says Bryan Verpoort, Head of Corporate and Business Insurance at Standard Bank.

Economic conditions remain extremely tough and many businesses are looking to cut costs. Insurance costs are being scrutinised as a result, but a common mistake is to then become exposed to risks that can ultimately destroy a business.

“We see this quite often with businesses that rush to take out off the shelf policies. This fails to take into account the environment and evolving risks for businesses, like labour unrest or political unrest in a foreign country,” says Verpoort.

It is in this environment that the national adviser networks are expected to play an increasingly important role in finding the best solutions to the insurance needs of companies. Lower premiums can be achieved as these advisers shop around for the most appropriate coverage at the best price and can also tailor solutions for specific needs and localised business or trading conditions.

“Going direct is not always what it seems. It is sometimes better to avoid general policies as there is a growing need for more specialised coverage,” says Verpoort, who runs Standard Bank’s growing network of insurance brokers with expertise across Africa.

Companies are often not insuring themselves for lost revenue when an unforeseen event like a fire takes place. “Most businesses have coverage for the fire resulting in shutdown, but not what is called business interruption insurance for the loss of sales and income during the period of the shut down,” says Verpoort.

Another common mistake is not updating policies or taking changed circumstances into account. “The risk is that can leave an active policy null and void,” says Verpoort.

Businesses are also not doing enough to take action themselves to reduce premiums. “For example, simply installing an alarm system or developing a workplace safety policy to reduce occupational injuries and hazards can help bring premiums down,” says Verpoort.

Businesses need to improve their understanding of what

is excluded from policies too.

“We find many business owners are not addressing these risks at executive level on a formalised basis and leaving it to operational managers to take care of,” says Verpoort.

The use of a commercial insurance broker could be a step in the right direction to identifying and plugging cov-

erage gaps.

“It is critical that brokers understand the needs of a business and walk the risk. They can only tailor the best solutions if the risk is clearly understood. Too often, only lip service is paid to this area, leaving little understanding of the cost implications and evolving operational and trading risks,” says Verpoort.

Sometimes having a high deductible (or excess) that simply reduces premiums may not make business sense, for example. A deductible is the amount of expenses you pay out of your pocket before the insurer pays and insurance premiums are typically cheaper when they have high deductibles.

“Businesses often look to increase these where

they can, as it can bring down the pay-away cost of insurance as an operating expense. But this needs to be balanced against affordability and the cost benefit achieved in doing so,” says Verpoort.

Standard Bank has seen an increase in potential claims for damages caused by load shedding over the past few months – but this

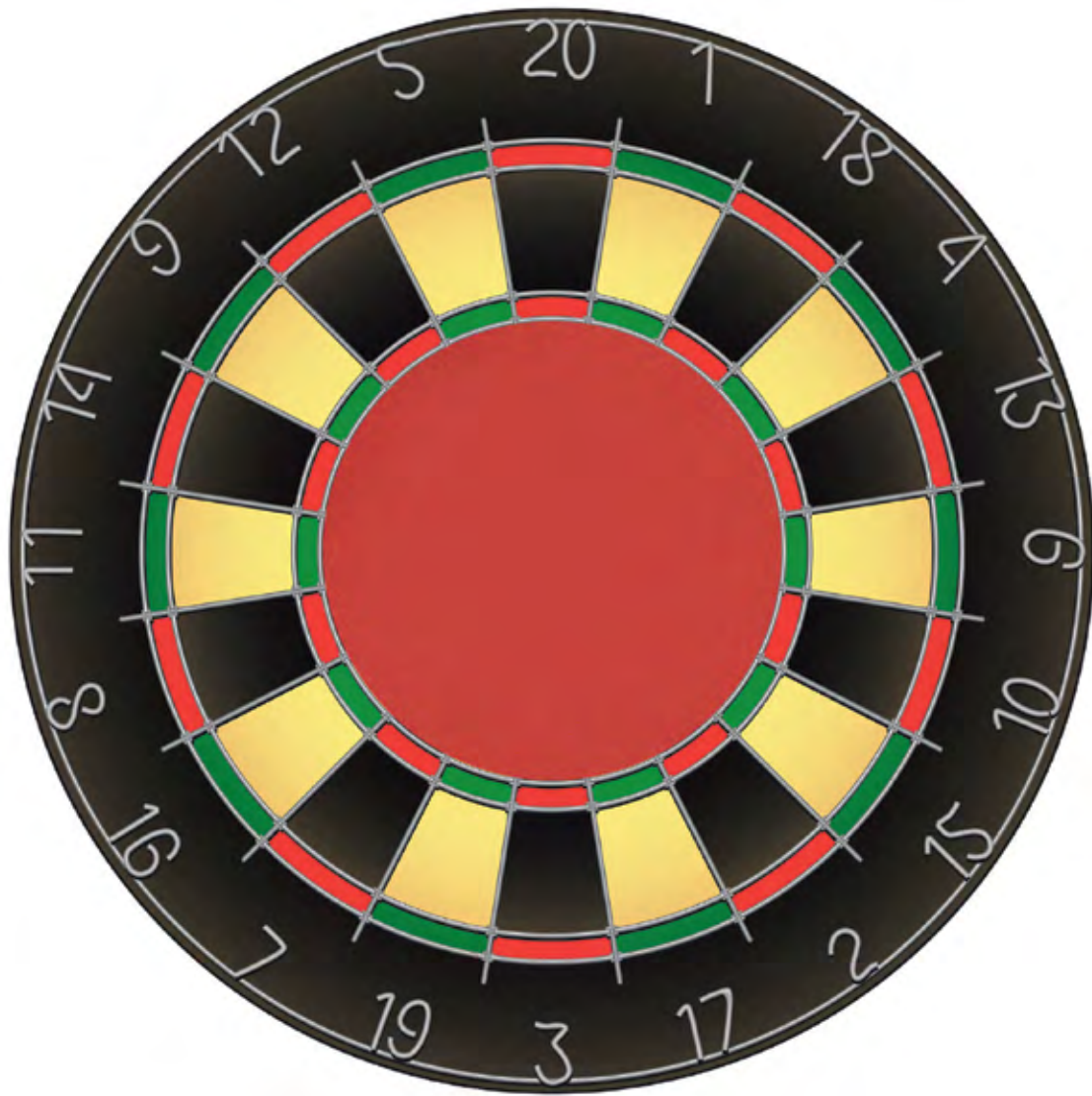
is often based on an inaccurate understanding of the coverage being provided.

Verpoort says as a general rule it is not covered as it will depend on which policy has been taken out and the reason for the power failure.

Business interruption insurance includes perilous events like wind, snow, fire, or an explo-

sion as the underlying cause. “The reality is in 90% of cases the policy won’t respond to load shedding damage. Businesses should be careful in rushing out to buy business interruption insurance on the expectation that consequential revenue loss would be covered. In most instances this loss would not be covered,” concludes Verpoort.

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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,” says Stephen Cook, switch-

gear manager at Zest WEG Group.

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 damage.

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.

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An unfathomable nostalgia for a defunct German Democratic Republic

Continued from back page

through Berlin. To trap the rest they laced the entire western border with barbed wire, landmines, and attack dogs. And border guards with permission to shoot.

Brave souls risked escape anyway. Most died. Those caught spent years in jail. The irony of building fences to pen their citizens inside their communist utopia was lost on the East German leadership. Instead, they set up the most comprehensive surveillance of their citizens that any government has ever attempted – with the exception of North Korea. This surveillance would have made Hitler proud. The Stasi (*Ministerium für Staatssicherheit; Staatsicherheit*) got the job. It eventually had a file on almost everyone and a veritable army of informers to help compile them.

It is no exaggeration to say that neighbour spied and reported on neighbour, friend spied on friend, and even children spied on their parents.

The model for the Stasi was the Russian KGB. Its birth was four months after the establishment of the GDR, clear evidence that spying on everyone was a top priority from the start. Eventually, the Stasi's scope was breathtakingly large – 2,000,000 informers managed by 100,000 police and files on 6,000,000 citizens – a third of the population.

Free and now ecstatic East German citizens tore down the Berlin Wall with pick axes and chisels. They then turned their attentions on the Stasi. They occupied its headquarters fearing files were being destroyed. Their actions spurred the unified German Govern-

ment to open the files to anyone.

Twenty years later two million people had read their Stasi files, horrified by who had informed on them, and even more disgusted by the blatant lies the files contained.

Yet, this does not explain the nostalgia of some former East Germans. Against all the negatives of the socialist state – all pervasive, inefficient, and surly bureaucrats, shoddy goods, plus the worst motor car ever built, the cardboard-sided *Trabant* – they now yearn for the safety of a State where they were always told what to do and how to behave.

They miss a country where everyone had a job, no matter if it meant playing cards in the café attached to the state oil refinery or spying on friends and neighbours.

They miss the cheap rents for houses and flats, even if they were shoddily built, often leaked, and were universally the same as everyone else's.

They miss the free education, and the relentless Marxist propaganda even in the free crèches and kindergartens.

They miss the motor cars with cardboard doors, even the years waiting for one to be available.

Perhaps they also miss the shoddy and scare consumer goods, the queuing for hours for everything.

Could they miss looking over their shoulders to check on who might be listening? Could they miss the absence of political freedom or the fact that their leaders lived high on the hog on food and drink imported from

the West?

It would seem so.

Perhaps these nostalgic thoughts are simply evidence that they have become the "New Socialist Men and women socialists dream of, and do not mind the price.

It seems incredible that they could hanker after the huge neon signs "Socialism will triumph!" that adorned buildings still bearing the bullet holes dating to 1945. Unbelievable too is missing the suffocating inefficient bureaucracy that pervaded their lives in a remembered socialist paradise.

GDR socialism was always about the "people."* The individual was a threat. The East German state constantly trumpeted its love for The People.

Clearly, for some of "The People", it worked.

Winds of change blows Absolute success

Continued from P19

facility in the Western Cape between April and December 2014.

"This was the first time that a European Wind Turbine Generator supplier entered into a transport contract directly with a 100% South

African owned transport company. All previous contracts in this sector have been concluded with European based transport companies operating in South Africa. It was a huge accolade for us to get this contract,

but more importantly was that we completed the project successfully," continues Hassiem.

Subsequently, a contract was secured directly with wind turbine generator supplier Nordex Energy South Afri-

ca (Pty) Ltd, for on site movement of 168 steel tower sections at the Amakhala Wind Farm near Bedford in the Eastern Cape. This project started in May this year and should be completed early next year.

Hassiem is currently in discussions with WTG suppliers for inclusion in their upcoming Wind Farm projects.

"We aim to offer a one-stop transportation service to the renewables market. In April 2015 we took delivery of our first wind tower adaptors and modular multi axle trailers as well as three Blade Trailers which are extendable up to 55m. Together with our modular trailers, multi axle stepdeck trailers, wind tower trailers, wind tower adaptors, low-bed and semi trailers we are now able to offer the complete specialised transportation kit for the transportation of all the components of a wind farm project. We have invested a huge amount of money into equipment and the training of our staff to prove to the renewable energy industry that we are serious about being a player in this market," he says.

"Our rapid expansion has presented logistical and administrative challenges that we are addressing, particularly as we see substantial growth in the Western Cape in the renewable energy, oil and gas, mining and port operations businesses – West Coast and Saldanha – which will require the services we can provide in abnormal transportation, rigging and port services. The renewables business is in its infancy and the outlook already extends for the next 20 years, so as long as the wind keeps on blowing in the Western, Northern and Eastern Cape, there will be many more wind farms erected and a need for specialised transportation for this important industry" he concludes.



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Rugby as a beauty contest

OPINION

AS is the tradition on a Saturday morning in spring, the conversation in the local pub and grill turned to rugby. This usually draws everybody out of minding their own business. Nobody was peaceful any more, either.

"Ha!" said Big Ben in a bellicose manner, "and what do you say about my captain now, hey? Hey?" Big Ben is the only Lions supporter this side of the Vaal River, but he makes up for it with acoustics and aggro. "Not good enough for the Boks, was he? What do you say now?"

Big Ben's catechism about loyalty in rugby is that you support your home team until the day you die. It does not matter where you live or whether you do or don't have a preference for a particular style of rugby; everything depends on where you were born. That's your home team. And Big Ben was born in Benoni, so much so that one of his ancestors is rumoured to have invented Campari. Or concocted if you prefer; not everybody has a liking for the gently alcoholic physic that used to be popular with soda.

As a result, Big Ben changed allegiance only once in his life and that was when he switched from Transvaal to The Lions. And then only reluctantly.

I myself, of course, disagree vehemently with such a grossly xenophobic philosophy. Many agree with me and many have argued the topic ad intoxicatum with Big Ben. Not Jon the Joker though. He closes the topic with one word, and that word is "Useless!" Accompanied by glares of enmity at the source of his annoyance.

For some reason, that causes everybody to laugh, even Big Ben.

But to get back to the point with the assistance of Colin the Golfer, who enquired haughtily from the big man, "What are you on about this time; Jack chopped down the Beanstalk on you again, has he? Who is your bloody captain? That ANC bloke who turned up at the opening of parliament in a pilot's uniform? That the one?"

"No man," bristled Big Ben. "Stupid Stormer. My captain, the captain of the Lions who thundered the Sharks in 2011 to win the Currie Cup after many dark years. Josh Strauss, man."

"Ah yes, his mother came to my pub!" interrupted the Governor proudly.

"Once," added Luke the Dude factually if not kindly.

"Never mind that, she lives around the corner anyway," extorted Big Ben, by now snorting more like a Bull than a Lion. "But Josh Strauss, by far the most inspiring captain in the land, had to go and play overseas because he was not big enough for the Boks or some such nonsense! So what do you say now!"

"Well," I ventured carefully, this not being the time for smart-ass jokes, "we say Congratulations, Ben! May your captain do very well in the World Cup."

"What!" exclaimed Jean-J, whose French soul has been preoccupied with matters of the heart lately, not to mention, of course, his French hands, "has he been selected for the Springboks? Is he black?"

"No man," spoke Luke the Dude from his high horse. "Josh Strauss plays for Scotland in the World Cup. Richardt Strauss plays for Ire-

land. And Rory Kockott plays for France.

"What!" said Jean-J, "are they white?" Which brought us to some introspection about the Springbok World Cup team. Okay, extrospection then.

"Some dumb-ass stupid things said about the skin colour of the players," opined Luke the Dude, "and none more brainless than that Fransman's Kwe! Bird mate."

"Who, me? Whose bird? You're too ugly to have a bird, Dude, and moi, I am not your mate." Thus was the record set straight by Jean-J, who was looking unsettlingly like a French prop forward on steroids.

The French are funny like that – poets at heart and prop forwards at body. Except, of course, when attacked by Germans, but now was neither the time to mention that.

Luke the Dude, being no German, took the conciliatory route: "No no, Mon Ami, I mean that Marius Fransman – we toasted him just the other day, remember?"

"Useless!" interrupted Jon the Joker. "And his mate, that Kwe! Bird Tony Ehrenreich," continued Luke the Dude.

"That German? Useless!" agreed Jean-J.

"A sound judgment," contributed The Prof from his quiet corner. "Ehrenreich started the latest kerfuffle – forgive me for not using the rude word, but you know what I mean. He saw a gap for his brand of racism when the Springboks lost to Argentina."

"I remember," said Luke the Dude, "he said an all-white Springbok team had lost. His words: all-white."

"Quite," said The Prof. "And when the next team included four players, 'of colour' as the race police say, Mr Ehrenreich claimed the number of black players had doubled – while repeating that the previous team had been all-white."

"Silly bastard," said Colin the Golfer. "All-white means zilch blacks. And zilch doubled is zilch. Not four. What a Wally."

"Indeed so," said The Prof. "A man of much noise and little knowledge."

"That's why I call him Tony 'Kwe! Bird' Ehrenreich," added Luke the Dude. "Non-stop Kwe! Kwe! Kwe! And what he says means exactly Kwe!"

"Very perceptive," agreed The Prof. "His fellow ANC apparatchik Mncedisi Filtane is more eruditely racist. When teams do not include enough black players to his liking, he resorts to the description "grossly white". And this offensive person lives a life of luxury in parliament, at the expense of the South African taxpayers, most of whom are white."

"Do you hear him complaining about that," enquired Luke the Dude. "He doesn't say, the racial composition of our

taxpayers is too white, does he? That white taxpayers should be kicked out of paying tax to make way for black taxpayers? We should take the racist comrade to the Human Rights Commission, shouldn't we?"

"Useless!" contributed Jon the Joker.

"I wonder what the reaction would be if I should talk about a 'grossly black' soccer team?" pondered a voice from the back of the bar. But nobody reacted.

"And then," remembered the suddenly talkative Jon the Joker, "there was Tshidiso Mokhoanate, this completely unknown from a political party nobody had ever heard of who took SA Rugby and the government to court to enforce his idea of 'transformation'. And that idea is 80% African players in the Springbok team. End of story."

"End of argument too, as far as the litigative Mr Mokhoanate is concerned. He is not interested in whether those 12 out of 15 players are capable of playing any rugby or not. They have to be there to represent the composition of our population. 'I won't entertain the debate on skill,' says Mokhoanate. Finish and klaar."

Luke the Dude yelled with laughter. "Now that will be a game to watch! The All Blacks against the African Blacks. Or the Samoans! Heeee ha! Fifteen ambulances in 15 minutes for 15 players selected without the entertainment of skill!"

ON THE CONTRARY



Pieter Schoombee

"I believe you have hit the proverbial nail on the head," nodded The Prof. "It would probably not even take 15 minutes for a professional international team to incapacitate a team of deployed ANC cadres, substitutions included. Not because ANC cadres are so useless, although Jon does make a good point, but because success in sport does indeed depend on skill. The fastest runner wins the race. So does the fastest swimmer. And the best players make the team. Selected on ability, not skin colour."

"Sport is a competition where the best player wins; it is not an election." For once, there was silence in the local pub and grill.

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An unfathomable nostalgia for a defunct German Democratic Republic



Keith Bryers

A bizarre recent phenomenon is the emergence in Germany of nostalgia for the old days of the German Democratic Republic. To free men and women, it is unbelievable that slaves should hanker after slavery, but that is what this weird thinking is – even if it is restricted to former East Germans who cannot face a competitive world, and yearn to be told what to do.

A little history deepens the mystery. Its relevance to South Africans is that many of our leaders spent their time in exile in East Germany. One hopes they kept their eyes and ears open.

If there ever was a socialist country with a command economy socialists, particularly communists dream of, it was the former East Germany.

Quite apart from its bizarre claim to be democratic, the German Democratic Republic (GDR,) before it collapsed in a heap in 1989, was touted as proof that it was possible

to create a "new socialist man."

You have to say the devout communists who governed the GDR gave it a good try. In the 40-odd years the unelected East German communist party governed it sealed off its citizens from Western Europe, isolated them from individual freedom, an independent judiciary, the right to make a profit, from private property, a free vote for the political party of your choice – not forgetting freedom to worship in church and mosque. In other words, all the things that gives it a magnetic attraction to those who live elsewhere.

East Germans who had experienced such freedoms before the Nazis removed them, fled from the Russians in 1945 – thousands upon thousands of them. They knew what was in store.

More than two million made it before the communists built a wall topped with wire

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