

Building starts
on new navy
vessels



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with impunity



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to preserve water?



WSP thinks not.

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AECI opens a state-of-the-art Dairy Application Centre in Cape Town



A state-of-the-art Dairy Application Centre (DAC) was opened by Lake Foods, a business of AECI's Food & Beverage strategic growth pillar, in partnership with its dairy ingredients supplier of 25 years, Chr. Hansen, the global bioscience company based in Copenhagen, Denmark.

The opening took place in Cape Town during March.

According to Euromonitor, the dairy industry in South Africa alone has an annual revenue of R65 billion and is growing, underpinning the significant opportunity for the DAC now and in the future. The Managing Director of Lake Foods, Roger Falck, said that the DAC will provide a platform for new product development and the production of concept samples, as well as technical support and training to dairy processors. "By providing the complete offering, Lake Foods will develop its market share in Sub-Saharan Africa." Other benefits are:

- Localised expertise and ingredients
- Recipe and process support
- Reduced cost and risk of new product development
- Improved speed to market
- Development of world-class industry know-how on the Continent

Mirroring Falck's positivity, the Chairman of Lake Foods and a member of the AECI Executive, Dean Murray, added that AECI's investment in the facility is indicative of the Group's confidence in, and com-

mitment to, its Food & Beverage pillar.

The DAC is equipped with custom-designed Chr. Hansen processing equipment, enabling the controlled simulation of factory conditions. A technical resource has also been appointed by Chr. Hansen.

The Executive Vice President of the European, Middle Eastern, African and North American regions and a member of the Chr. Hansen executive board and corporate leadership team, Jacob Vishof Paulsen, said that the company and Lake Foods share the same philosophy and values such as customer-centricity and innovation. Chr. Hansen is the most sustainable company in the world. This follows the release of the Global 100 Index by Canadian-based advisory firm, Corporate Knights, at the World Economic Forum in Davos, Switzerland in January.

During the opening programme, a range of sample concepts were available for tasting:

- "It's time for Africa", an ambient stable stirred yoghurt with a six-month shelf-life
- "Here's to Health", a range of healthier solutions such as reduced sugar and the inclusion of probiotics with a specific focus on LGG[®], the world's best-documented probiotic strain
- "Lake Foods Pop-Up Shop", featuring a high-protein Greek-style yoghurt and a creamy dessert-type yoghurt

AECI's Food & Beverage pillar includes: Lake Foods, a manufacturer and supplier of specialty ingredients for bakery, dairy, health & nutrition, and meat & poultry ap-



Jacob Vishof Paulsen presenting Chr. Hansen to guests.

plications. Its two divisions are Afoodable, a manufacturer and supplier of bulk marinades and sauces, and Infigro, a manufacturer and supplier of filter aids. Southern Canned Products (SCP), a manufacturer and supplier of juice-based drinks and products, including emulsions, formulated compounds and fruit concentrate blends.

The day before the DAC opening, AECI Food & Beverage opened SCP's new warehouse and distribution facility, also in Cape Town. The 8 000m² facility includes chilled and frozen rooms.

Meeting emissions at sea



AROUND the world, marine engines must comply with the latest IMO and EPA standards. While since 2016, the International Maritime Organization (IMO) demanded further reductions of NOx emissions in some areas of the world. With the introduction of the stringent IMO III and EPA Tier IV norms, the past two years have seen new challenges for the marine world.

Meeting and exceeding these requirements, the Baudouin Advanced Engines range – available exclusively through Peninsular Power Products – are equipped with an innovative Selective Catalyst Reduction (SCR) system which is smaller, lighter and more flexible than competitive solutions offering reduced costs and space requirements while maximizing product reliability.

Baudouin's Advanced Engines with SCR offer: a cleaner engine without compromising on power, up to 2% reduction in average fuel consumption and up to 25dB noise reduction, all within a compact, modular design. The engines are in the process of approval by most IACS Members.

One of the biggest advantages of Baudouin's system is its high degree of installation flexibility: customers can choose to place the tank, pump and cabinet up to 60m away from the catalyst. The system can be installed over the gearbox, over the engine, or in a stand-alone configuration which offers exponential options for installation for both new builds and repowering projects.





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THE GrandWest casino near Goodwood showed remarkable resilience in tough trading conditions to spin revenues of over R2.2billion in the financial year to end December – which was some 3% higher than last year.

Casino owner Sun International said GrandWest saw slots income up 2% with tables income increasing 6%.

Gross profit was up 2% to R868 million with operating profit edging 1% higher to R727 million.

While these increases are slender, it is important to recognise that casinos not only had to contend with an ongoing squeeze on discretionary and entertainment spending – but also a smoking ban which is not helpful to footfalls.

Sun International

clearly still regards GrandWest as a gem, spending some R110 million during the financial year on refurbishments.

Of course, the elephant in the room is the ongoing exclusivity of GrandWest in the Cape Town metropole. There has been persistent talk about allowing one of the smaller provincial casinos (either Mykonos, Caledon, Worcester or the Garden Route) to transfer their licence to Cape Town.

Naturally, such a development could have a major impact on GrandWest's longer term fortunes.

Sun International pointed out that the Western Cape Government gazetted draft legislation on 28 February last year to establish three zones for casinos in the Cape Metropole and to allow for the

relocation of casino licences.

The group said the legislation included changes to the gaming tax tables and conditions for relocation – which would entail additional taxes and fees as well as obligations to mitigate any negative impacts that relocating a casino may have on the area from where the casino relocates.

Sun indicated: “We have submitted comments on the draft legislation and simultaneously engaged with a number of stakeholders, which included the media, local municipalities in Worcester, Caledon and Mykonos, and other interested stakeholder groupings.”

Sun International owns the Golden Valley casino in Worcester (the other three casinos belong to rival Tsogo Sun). In the



past financial year the Golden Valley casino appeared to struggle along – reporting a 3% drop in revenues to R170 million and 26% drop in operating profits to R17 million.

News was not much better from The Table Bay – Sun International's plush hotel at the V&A Waterfront – which was badly impacted by the water crisis in Cape Town (which resulted in a number of cancellations and a slowdown

in bookings in the first half of the year).

The Table Bay's revenue was down 4% to R341 million with a 16% drop in operating profit to R59 million. Room occupancy decreased by 6% to 69% and the average room rate improved by 6% to R318.

But Sun International argued that the situation in Cape Town had improved. “We have noticed a pickup in bookings towards the end of the year.”

Business rescue – the process

UNDER previous Companies Acts, provision was made for so-called judicial management. Dating back to 1926, this process at the time was regarded as progressive legislation which sought to give ailing companies some assistance in an attempt to alleviate their plight and forge a path to recovery.

More recently though, this legislation was seen as being outdated; perhaps more concerned about protecting the rights of a business's creditors and insufficient in protecting and healing a stressed business.

This too could benefit the creditors who may have ended up getting a few cents in the rand upon final liquidation, to a preferable position

of full recovery, and indeed sustain a customer who would continue buy their goods.

Most essentially and increasingly in the South African paradigm, a major objective is to continue to give employment. Indeed, the new Act places big emphasis on this aspect.

Hence in the new Companies Act of 2008, as amended, a chapter was added that can be referred to as corporate rescue or placing a company in a supervision capacity. This Act is really focused on businesses that realistically can be assisted to move to full recovery. If the case is regarded as hopeless, the old Act focuses on liquidation as opposed to recovery.

Apart from a strong

emphasis on employees, this Act defines who can be seen as Affected Persons and ways to include them in the process.

The legal process to do a business rescue is clearly set out in the Act and should probably involve a law firm that specialises in this. This legal involvement can be seen as buying the business the time and space to really get to grips with wholesome corporate recovery. Such a legal firm would be the first to admit that they perhaps lack the experience and entrepreneurial skills required by the sick business.

Perhaps an analogy is a battered patient admitted to hospital that needs to be protected and prepared for the

skills of surgeons to try to fix the problem.

This legal process allows for a temporary supervision of the business, temporary moratorium on legal processes against the business, and assists in the development of a business plan to try to rescue the business. The plan would govern the business in the best interests of the affected people (creditors, employees) but ultimately those of the business owners.

There are very clearly defined steps and timing to be complied with, failing which the protection offered by the Courts will lapse. It is essential that a business seeking this recovery path follows this process in every prescribed way.

Who can be appointed to assist in the recovery process? These are referred to as Business Rescue Practitioners and are defined in the Act, as being typically qualified chartered accountants registered to do this work and stipulates what they can charge.

Businesses should see this legislation in a positive light, and not a step towards liquidation, but rather a step towards recovery. Time is however of the essence to grasp this opportunity before the business reaches the point of being deemed to be irrecoverable.

GPI'S indigestion

CAPE TOWN-based empowerment group Grand parade Investments (GPI) is still struggling to fatten margins to ensure a serving of sumptuous bottom line profits from its food interests – most notably key subsidiary Burger King South Africa.

In the half-year to end December GPI reported that Burger King – which now has a chain of over 90 stores – managed strong top line growth of 35% to R505 million. But operating profits were fairly static at R21 million as the effects of slower consumer spending and higher input costs as well as the sugar tax and VAT increase took hold. At bottom line Burger King registered a R10 million loss.

While there are still hopes Burger King can deliver profits at the end of this financial year, GPI has also moved to shut down the unprofitable Dunkin Brands by putting the coffee and confectionery business into liquidation.

The other encouraging news is that catering business Mac Brothers and the Grand Foods Meat Plant (GFMP) increased turnovers to R111 million (previously R108 million) and R80 million (previously R60 million). Both businesses were profitable at bottom line with Mac Brothers notching up R1.9 million and GFMP around R1 million.

The focus, though, remains firmly on Burger King.

While the losses are disappointing, there are some positive trends to take away.

Most notably, GPI



reported that Burger King's Average Revenue per Store (ARS) increased by 8% to just over R1 million – thanks mainly to positive restaurant comparative sales of 7.63% (2017: 4.50%).

GPI contended that the increase in ARS was a positive indicator that restaurants opened in the last 12 months were performing well. The group also argued that Burger King would reach its objective of achieving an ARS of R1.2 million by June 2019.

Overall, GPI indicated that Burger King continued to focus on market share growth by actively managing menu pricing to increase traffic through its restaurants.

This resulted in an increase in average 'tickets' per month from 12 143 to 12 250 as well as an increase in the average 'ticket' price – which increased from R78 to R84.

Of concern, is that Burger King showed a rather severe decrease in gross margins, which decreased from a high of 58% to 52%.

The margin may be beefed up in the second half with GPI advising that management had subsequently secured favourable supplier pricing

adjustments.

Margins had already fattened to 54% in December with expectations that the improvement will continue through the next six months.

Burger King's fortunes very much determine prospects for GFMP with the plant currently running at 35% capacity utilisation. While this is low, the upside is that the plant has capacity to accommodate the growth of Burger King with no major additional capital expenditure anticipated within the next five years.

GPI stressed the plant continued to search for third party sales outside of Burger King and was exploring export opportunities to the Middle East through Wesgro's Halaal export programme.

GPI said Mac Brothers started seeing some success of its product diversification strategy into the hospital equipment industry with the launch of its Mac Care product line.

The group said plans have been implemented to build a more efficient back office support structure with systems to help drive and monitor sales and operating efficiencies.

SOME SITUATIONS ARE HARD TO TURN AROUND

Every business at some point in time is threatened... it's natural & just part of life.

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ADVERTORIAL

Major marine engine brand enters market through Peninsula Power Products

Peninsula Power Products (PPP) the Cape Town and Port Elizabeth based suppliers of marine and industrial diesel engines, gearboxes and generators have secured the exclusive Southern Africa dealership of the ubiquitous Baudouin range of marine engines, manufactured in its French factory since 1918.

Guillaume Costa, Baudouin's Sales Manager for sub-Saharan Africa explained that Baudouin designs, manufactures and sells engines into the marine and power generation markets in 48 countries around the world. "While we have a strong presence in north, east and West Africa, we approached PPP to expand our brand footprint in the south of the continent due to PPP's 50+ year's reputation of technical expertise, spares and service excellence in the local market".

Baudouin marine range of engines offers both electronic and full mechanical fuel injection options and expands the PPP range from 4.5 litres right up to 39 litre marine propulsion engines providing the opportunity to enter the market of 130 to 1 650hp continuously rated workboat range. Its marine genset range covers outputs of 85kVA to 1100kVA.

"Attractive benefits of these engines are that they are very well priced and easy to work on which combined with renowned durability, reliability and built with the robustness that is required of the marine environment. Our engines are not adapted land based stationery engines but are exclusively designed for marine applications"

he expounded.

Director of PPP, Bruce Lockhart said of the new dealership: "We are excited to be representing Baudouin in southern Africa and its range complements our existing business as multi-franchise suppliers and service providers for the marine and industrial sector, providing an extensive range of high-spec diesel engines, gearboxes and generators and their all-important spare parts.

"Our vast coastline presents an equally vast marine customer base of fishing vessels, charter boats, ferries, patrol boats, and salvage vessels. The fishing industry is a particular strength and we have supplied main propulsion engines, marine gearboxes and on-board marine generators to this market since 1965 building a reputation of trust amongst the most discerning in the marine industry.

From small beginnings with just one brand of engine and one brand of gearbox, we have grown into a successful multi franchise business representing some of the biggest names in the business based on our technical prowess and commitment to excellence and reliable service.

"Our premises in Paarden Eiland, Cape Town, houses two spacious workshops fitted and ready for every occasion, ample yard space, offices and an extensive spares department.

In Port Elizabeth, our branch is dedicated to servicing the chokka industry and other fishing sectors. We also service and maintain a number of National Port Author-

ity vessels in the PE area.

PPP is fortunate to have a team of passionate directors, making it a hands-on owner managed business, employing an equally passionate team of 35 professionals, ensuring high level technical expertise coupled to reliable service back-up. We have twelve marine technicians who will each receive training and refresher courses on a yearly basis from instructors flown in from Baudouin in France" he said.

PPP have service points throughout South Africa, Namibia and Mozambique and service and supply marine propulsion units and marine generating sets to all commercial marine activities including workboats and ferries across sectors including oil and gas industries. It boasts an extensive stockholding of engines, ancillaries and spare parts which can be supplied usually within 24h or flown in at short notice.

"This applies to the Baudouin range of course" said Costa, "which offers availability and price advantages over competitive products. This together with easy replacement procedures – our engines are designed to be quick and easy to work on – means less downtime and faster turnaround times. We estimate that there are between 40 -50 Baudouin powered vessels operating in Mozambique alone which speaks volumes for their robustness, and now being able to be serviced by PPP will contribute to the engines longevity.

"An example of our reputation for robust, powerful and reliable engines is the recent award by a New York ferry operator for the supply of 40 EPA Tier III & Tier IV approved Baudouin engines for a repower contract where we were in competition with a well-known American make. We were not the cheapest, but our technical specifications, performance and service back-up convinced the customer he was making the right choice!" concluded Costa.

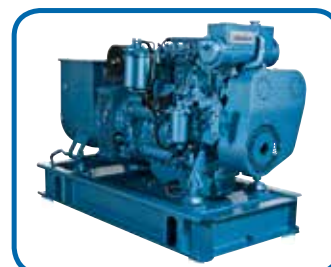


Typical workboat application for Baudouin marine engines.

MOTEURS Baudouin

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Advertorial

Standout - Sell More!

To sell more than your competitors, you need to remind your customers why they should buy from you. But what is it about your company that sets you apart from the rest? Are you aware of your business marketing, that you are taking for granted?

I see so many companies, doing interesting things that nobody knows about, because nobody is telling anyone about them. Is so easy to take it for granted that your processes are more efficient, your products better or your service levels higher than your competitors. But if you don't tell potential customers, you could be missing out on an opportunity to gain an edge and increase your sales.

It might just be a matter of stating the obvious. So how do you know what you should be telling potential customers? The best way is to ask yourself a series of questions about your suppliers, your manufacturing processes and the way you run your business.

SUPPLIERS

Where do you get your product or service from? For example: Can you make a claim about the location, such as, it's locally manufactured? Is there something about the location that gives your product an extra stamp of quality? Karoo Lamb for example, conjures up a more tastier meat cut than one from Maitland. How far have you traveled to source the right materials and do they only come from one place?

Is there a way you source the item that makes it unique or special? For example: Do you only buy from factories that meet recognized quality standards? Can you trace items back to their original source? Are the raw materials natural or authentic? Are you getting the best deals for your customers?

MANUFACTURING PROCESS

Is there anything distinctive you can say about the

manufacturing process? For example:

Is it environmentally friendly? Is it particularly efficient? Are you using the most up-to-date technology to make your products? Are you the first to do so, or the only one? Do you use any special processes that add to the quality or differentiate your products from rivals?

YOUR BUSINESS

What can you tell your customers about your business that will make you stand out? For example: Do you train your staff to ensure they achieve certain qualifications? Do you have special customer service standards? Is your delivery particularly fast, or convenient for your customers? Have you won any recent awards? Are you saving money by operating more efficiently than your competitors and passing on the savings to your customers?

DEVELOPING YOUR MARKETING MESSAGE

Once you have established a list of qualities, you will need to identify the ones that really stand out. And then ask yourself whether the claim is unique to you, or enables you to differentiate yourself in some way. Then you will need to decide whether it is something that your customers will think adds value to your product or service. The best way is to talk to your customers or try out different promotional messages to see how customers and potential customers react. If you notice an increase in sales, you know you are on to something.

ROLLING OUT YOUR MARKETING MESSAGE

can be achieved with the right supplier on board. One that has the potential to turn your marketing ideas into reality. So speak to the people who have been doing it successfully for over 50 years and are at the forefront of technology within their field.

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Hake market still firm



CAPE TOWN's main hake fishing companies I&J and Sea Harvest are still being buoyed by a profitable tide despite South African household spending coming under continued pressure in an ebbing economy.

Consumer brand giant AVI reported recently that its fishing subsidiary I&J saw lower volumes (due to reduced quota) and lower wet vessel fishing days in the six months to end December. Thankfully these factors were offset by price increases and favourable Rand exchange rates on Euro-based exports.

I&J's interim revenue was around 2% down at R1.17 billion (on a like-for-like basis) with operating profits - hit by higher fuel costs - dipping 18% to R146 million.

On the positive side, I&J's catch rate also showed a commendable improvement at 9.6 hake tons per day compared with 8.3 tons last year. This is also the highest level since the 10 tons recorded in financial 2013.

AVI said I&J's improved catch rate stemmed mainly from a change in fleet utilisation (basically an increase in freezer vessel fishing days) and

decrease in wet vessel fishing days.

A price increase of just over 11% meant I&J's domestic revenue growth was down only 10.9% on a nearly 20% drop in sales volume on the back of a lower fishing quota and increased export allocation.

I&J reckoned local retail market share increased to 54.5% from 52.7% in corresponding interim period in 2017.

On the other hand, I&J's export revenue grew a nifty 12.6% on a 6.5% gain in sales volume after the company benefitted from an increased export allocation and higher freezer vessel tons caught. The average selling price increase for the export fish was 5.7% with the company reporting "favourable" Rand exchange rates and good

export market demand.

Looking ahead, AVI said I&J's performance in the second half was dependent on catch rates - but added that exchange rates were at levels that supported sound export profit margins.

The group reiterated that there remained continued strong export demand for the Cape Hake brand.

Sea Harvest's South African fishing operations - bolstered for six months by recently acquired Viking Fishing - pushed up sales 27% to R2.09 billion in the financial year to end December.

Sea Harvest CEO Felix Ratheb said the acquisition of Viking Fishing had changed the South African fishing operation sales channel mix. "As a result of the lower export mix from Viking

Fishing, the Sea Harvest fishing operations combined export sales revenue mix reduced marginally to 51% (2017: 53%)."

He said Europe remained Sea Harvest's most important export market - representing 80% of total export sales revenue in 2018. Growth was particularly strong in the Iberian Peninsula where Viking Fishing is well represented.

Export sales were up 22% to R1.12 billion.

Viking is also big in the foodservice segment, which meant Sea Harvest fishing operation's combined foodservice mix increased to 30% (2017: 27%) of sales - up 33% to R635 million.

Interestingly, Viking Fishing also introduced a wholesale channel to Sea Harvest - which notched up sales of R82 million (and will presumably represent a not insubstantial figure of between R160 million to R170 million over a full 12 month period).

Looking ahead, Ratheb expected Sea Harvest's South African fishing operation to see continued global demand for high value, wild caught hake.

He said local retail volumes were expected

to come under continued pressure as a result of the challenging local economic environment. "But continued price inflation in the category is expected to mitigate the impact on revenue."

Ratheb noted the local food service market remained robust with continued firm pricing expected.

He believed the local wholesale market provided a new channel for the distribution of fresh fish into the informal trade where pricing was expected to remain stable.

Ratheb added that a 10% and 14% increase in the TAC (total allowable catch) of hake and horse mackerel respectively was expected to drive increased sales volumes and revenue during 2019.

He stressed that strategic investment within the fish processing factory in Saldanha Bay during the third quarter of 2018 was also expected to drive production efficiencies in the future.

"This has been a challenging project with the ramp-up of the facility to its design capacity taking longer than anticipated and benefits delayed until the second half of 2019."

Painful steps



CONSUMER brands giant AVI - best known for Bakers biscuits and Five Roses tea - is taking drastic steps to ensure profitability at Cape Town-based footwear icon Green Cross.

AVI bought Green Cross for R382.5 million in 2012 with high hopes of adding extra dash to its premium branded footwear and apparel portfolio spearheaded by the popular Spitz and Kurt Geiger brands.

In the six months to end December Green Cross reported a 20% drop in turnover to R154 million and slumped almost R19 million into the red.

AVI noted sales volumes were impacted by soft demand and widespread discounting in the mid-price comfort footwear segment, exacerbated by poor

performance of the summer range in retail doors.

Green Cross is now in the throes of a "complete restructuring process" that will see a relaunch of product range and new store design in the first half of 2020.

The bad news is that in November Green Cross embarked on a consultation process with affected employees following an in-principle decision to stop all manufacturing operations at its facility in Epping in Cape Town.

Restructuring provisions of approximately R15 million have set aside pending finalisation of the consultation process around the decision to stop manufacturing.

While Green Cross recorded an operating loss, the company's cash

flow for the interim period was positive due mainly to a further reduction in stock levels.

AVI believed the Green Cross consultation process should be completed before the end of the year, and that this would allow for a more accurate recognition of restructuring costs.

Meanwhile, things are looking a little drab at Salt River-based clothing manufacturer House of Monatic (HoM) - which is owned by empowerment company Brimstone.

In the year to end December HoM's revenue decreased 9% to R158 million (2017: R174.4 million) with the company slipping into the red to the tune of R44.1 million (2017: R14.4 million loss).

Brimstone said continued tough trading conditions affected all revenue streams with a "significant impact" on HoM's own retail and turnover from chain stores.

The group pointed out that a largely fixed overhead structure had to be maintained throughout the year

while production was running at only 85% of capacity.

Brimstone said HoM - which is valued at a mere R27 million in their books - was in the process of right-sizing the business.

CBN was surprised to learn from media reports that Brimstone had indicated at an investor presentation that a foreign-owned retailer had last year indicated some interest in buying HoM. But this unnamed retailer had withdrawn from negotiations near at the end of the year.

We value your input

Only through your input can we continue to improve.

- Comments
- Suggestions
- What would you like to hear about

editor@cbn.co.za

VSDs save costs in pumping systems

WEG Variable Speed Drives (VSD) offer the agricultural sector the ability to reduce the operating cost on automated water collection systems with a reduction in motor energy consumption when the motor speed is reduced.

In addition, the WEG VSD allows the monitoring of all functionalities of a pumping operation including special functions that will not only save operating costs but will optimise, control and protect the entire irrigation system.

Just as significant is the VSD ability to automatically send commands to the electric motor thereby facilitating optimum control of the pumping installation. This allows greater effectiveness when irrigating.

“The WEG VSD can be used to facilitate sleep and wake modes in the pump operation.”

The WEG CFW 700 frequency inverter or VSD provides accurate speed variation for the electric motor ensuring it operates according to the irrigation system pressure needs (PID), and with the necessary field telemetry it can also take different land inclinations into account.

Another important benefit is the WEG VSD's ability to detect low pressure indicating leakage in a pipeline. With this early warning from the WEG VSD, end-users can eliminate the need for specialised equipment and be able to take remedial action as soon as possible.

Where water is being pumped from a river to the dam for further irrigation, use of the WEG VSD will allow optimum control of the water level. It will prevent overflow situations, and dry pumping can be set up without the addition of flow sensors.

The WEG VSD can be used to facilitate sleep and wake modes in the pump operation. This facilitates significant cost savings as pumping can then be done on a demand driven basis only.

Where there are multiple pumps in use at the same pump station, it is possible using WEG Pump Genius Software and the WEG CFW11 VSD to automatically alternate motor usage to ensure that each mo-

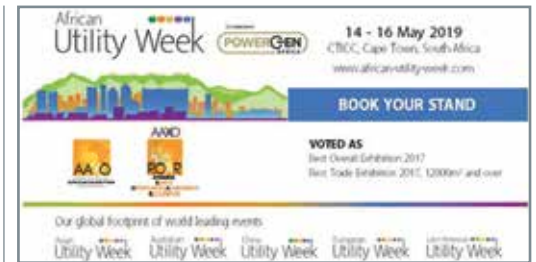
tor/pump combination has equal operation time. This will avoid one pump being subjected to excessive wear and regulate the wear across all the pumps resulting in the lowest total cost of

ownership for the installation.

Optimisation of water in the agribusiness undoubtedly improves product quality and production between harvests and allows optimum use of land.



WEG CFW 11 used in the Pump Genius configuration for agricultural market.



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New tracking solution

VEHICLE telematics and tracking services provider, Ctrack, has introduced Ctrack Iris, a high-quality, customisable video monitoring solution ideal for rental vehicles, light deliveries, fleet vehicles, heavy commercial's, general machinery and buses.

With Ctrack Iris, fleet owners can reduce the number of insurance claims they submit and settle the claims

they do submit much faster. Iris can also be used to lower fuel consumption and improve vehicle maintenance through better driving, while also reducing diesel and goods-in-transit theft.

By monitoring crew activities, it is possible to improve and enforce company processes and procedures and reduce theft, pilferage and stock damage. Further-

more, the new video solution from Ctrack combined with a tracking device can improve vehicle route optimisation, increase load frequency and hasten turnaround times.

The number of side or back cameras (IP69) used can be specified by individual customers. Video footage can be recorded in eight quality settings, from CIF to 1080p. Live,

real-time video streaming can be viewed on mobile devices.

Apart from the cameras, the solution is further equipped with rear door triggers, a lockable video device, two-way communication system, fatigue and ADAS monitoring and an onboard/reverse screen. GPS, Wi-Fi, 3G and accelerometer modules can also be included.

Steep learning curve

PLANS appear fully underway for Durbanville-based private education provider Stadio Holdings to create a 'multiversity' – an institution offering a wide range of learning platforms that will for all intents and purposes operate as a private university.

Some believe Stadio – which is an offshoot of the successful private schools business Curro – might be too ambi-

tious. Others reckon Stadio's CEO Chris van der Merwe – who was the prime mover at Curro – should not be under-estimated.

Officially Stadio is an investment holding company that focuses on the acquiring, investment in and developing a private tertiary offering that aims to widen access to quality and relevant higher education programmes in

southern Africa.

In terms of building the multiversity, Stadio currently owns six registered higher education institutions (HEI). In time these offerings will be merged under a single brand, Stadio Multiversity. Current brands include AFDA, SBS, Milpark, LISOF, Prestige Academy and the Embury Institute.

In its year of tangible developments, Stadio has already entered into an agreement (subject to various closing conditions) to acquire vacant land located in Durbanville for a multiversity campus. Apparently a similar deal is envisaged for Gauteng.

In its year to end December results Stadio noted that the timing of construction for the first large-scale campus in the Western Cape (or Gauteng, for that matter) will depend on the identified land's readiness to begin construction.

But the company said it intended to complete the first large-scale comprehensive campus by 2021.

With this in mind, Stadio has confirmed that it is considering the development of comprehensive large-scale campuses offering several faculties – including Commerce, Management and Law, Creative Economics, Education and Humanities, Agriculture and Environmental Sciences, Engineering and Information Technology and a Graduate School of Business.

Obviously this multiversity thrust could cost big bucks. In the year to end December Stadio invested an additional R58 million on the capital expansion of facilities as well as new programme development.

The financial statements show Stadio's current cash balance sits at R260 million and the balance sheet is ungeared with potential for debt facility arrangements.

The group could tap its shareholders – including controlling shareholder PSG Alpha – for fresh capital via a rights offer. But CEO Van der Merwe has reiterated there are no immediate plans to raise capital from investors.

There is some reassurance that Stadio generated operating cash flows of R100 million.

Van der Merwe said Stadio was well positioned to deliver on its organic and acquisitive growth objectives – including seeking out strategic acquisitions and building a multiversity with 100 000 students over time.



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Building starts on new navy vessels

ON Saturday, the 23rd of February 2019, Damen Shipyards Cape Town (DSCT) hosted a keel laying ceremony, marking the start of construction on the first of three Multi-Mission Inshore Patrol Vessels (MMIPVs) for the South African Navy. These vessels will aid in protecting the country from threats such as trafficking, illegal fishing and piracy, as well as support job creation and enterprise development.

The keel laying ceremony is a maritime tradition that dates back to the times of wooden ships and is said to bring luck to the ship during construction and to the captain and crew during the vessel's later life. The tradition involves placing a newly minted coin under the keel (the primary structural backbone of the ship around which the hull is built) and building over it.

The coin laid at the DSCT event was a commemorative medal made in honour of the late President Nelson Mandela's 1993 Nobel Peace Prize win. The coin was placed under the keel by the Minister of Defence and Military Veterans, Nosiviwe Mapisa-Nqakula. The keel bar was then lowered on top of the coin and welded



Dignitaries attending the keel laying ceremony at Damen Shipyards in Cape Town.

into the structure – a privilege that went to Nobelungu Tshangase from Veldrdrif on the West Coast who is one of the top performing apprentices at Damen's training school. The training school has since inception in 2010 educated 150 young people from previously disadvantaged communities and recently enrolled a new class of 10.

Addressing the event DSCT Director, Sam Montsi, said: "The event today signifies the start of the building of the first MMIPV. Over the years, our shipyard has undertaken many projects for local and international clients but none as significant as the MMIPV project. The MMIPV's will be built and delivered within the agreed specifications, time-

lines, and budgets.

"In addition, more than one million man-hours of work will be created during the construction of the MMIPVs. This project will sustain and/or create more than 1 000 direct and indirect jobs.

"We are also supporting and facilitating opportunities for local businesses. We will be working with these Small Medium and Micro Enterprises to improve their performance which will lead to improvements in their product or service offering, business processes, lead times and delivery. This will ensure that non-traditional suppliers cease to operate on the peripheries of the formal economy and increasingly become more sustainable. Over and

above this, we are striving to optimise local content".

Arnout Damen, Chief Commercial Officer of the Damen Shipyards Group added: "The Group is immensely encouraged by the award of the MMIPV contract to Damen Shipyards Cape Town. The Group stands by the shipyard and will work with the local teams including Armscor and the South African Navy to ensure that the MMIPVs are built to the highest standard and delivered on time. It is our intention to ensure that at the end of the project we have achieved significant transfer of technology and skills, as well as facilitated growth of enterprises as envisioned in these imperatives."

The Minister stated



Artist's impression of the Stan Patrol 6211.

that the MMIPVs will be work horses of the South African Navy, reducing the load of the Navy's existing fleet of frigates. "While prevalence of piracy has somewhat declined,

the extent of maritime crime observed – including trafficking, illegal fishing and smuggling – has been on the increase indicating that the maritime domain lacks law enforcement. The new

vessels would be well suited to this task."

The first vessel is due to be completed by mid-2021 with the second and third scheduled for delivery in 2022 and 2023, respectively.

MOU could be a game changer for EL

By Bob Whitehouse

A Memorandum of Understanding signed on Tuesday, 12 March between the Buffalo City Metropolitan Municipality (BCMM), Transnet National Ports Authority (TNPA) and the East London Industrial Development Zone Company (ELIDZ), seeks to harness the potential of the Port of East London and the IDZ to foster economic growth in East London.

The MoU will remain in place for a period of five years. It will establish a framework for the parties to engage with one another on strategic issues of mutual significance for the metropolitan area.

Samkelo Ngwenya, Municipal Spokesperson, said: "This collaboration emanated from engagements we have had with Transnet as well as the East London IDZ with the objective of unlocking economic and investment opportunities in this region. We are looking forward to executing this agreement and to more engagements at various

levels as we forge ahead with the government mission to develop the socio-economic lives of our communities."

Issues to be covered under the MOU include spatial planning land use development and infrastructure development in the Port, the Municipality and ELIDZ; strategic planning for economic and tourism development; promotion, attraction and servicing of investors in the Buffalo City; lobbying and advocacy for future development of the region; community development and social upliftment; collaborative research and sharing of best practices, among others.

Acting Chief Executive of TNPA, Nozipho Mdawwe, said TNPA was committed to working tirelessly with regional partners to grow the economy of Buffalo City and to find new ways to bring investments to the harbour.

"We want to heighten efforts to attract local and foreign investors in partnership with the East London Industrial Development Zone. This will aid in diversi-

fying the port's service offering to the market but also extend its current core capabilities of handling of key customers, including those in the all-important automotive, manufacturing and agro-processing industries," she said.

East London Port Manager Sharon Si-jako said there is a need for the port to strengthen its operational partnerships, improve efficiencies and foster innovation with a view to increasing its global competitiveness and long-term sustainability.

"This remains one of the most marginalised regions of South Africa, so we must harness our collective resources to kick-start growth, enable investment and drive job creation. The Port of East London must be used to position Buffalo City and the eastern half of the Eastern Cape as a business- and investment-friendly destination, which requires renewed investments into capacity and infrastructure," she said.

ELIDZ Chief Executive Officer, Simphiwe

Kondlo added: "The MoU came at a time where the regional economy is in need of such commitment from all players charged with the responsibility of ensuring that we unlock the investment potential of not only the city but also the region. As such, positive spinoffs of this MoU will have a lasting impact on generations to come, if implemented as accordingly," he said.

Kondlo added that the three stakeholders hold the key to improving the competitiveness of our region which would, in turn, ensure an increase in investment interest.

Mdawwe concluded: "We are certain that formalising our working relationship in this way will help us and our partners to transform the economic landscape of the Buffalo City Metropolitan area and allow alignment with the needs of investors, thus positioning the City as an ideal destination for investment."

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Miami delegation returns to Cape Town

TRANSNET National Ports Authority (TNPA) welcomed a high-level delegation from the Miami-Dade County in the United States for a tour of South Africa's second busiest port, the Port of Cape Town, on Tuesday, March 26, 2019.

The visit formed part of the Miami-Dade Business Development Mission to South Africa.

The Miami-Dade delegation was led by Ms Audrey M. Edmonson, Chairwoman of the Miami-Dade County Commission, accompanied with representative from Miami-Dade Aviation Department, Port Miami, Miami-Dade County's Office of Economic Development and International Trade (OEDIT) and Miami Downtown Development Authority.

TNPA and the Miami-Dade County signed an MOU in 2014 to collaborate on vital skills and training, internships and exchanges between Mi-

ami and South African ports. There have also been several visits to the port over the years.

Outcomes of the MOU to date include collaboration on cruise business best practices, expanding trade routes to and from Miami Port and capitalising on the African Growth and Opportunity Act (AGOA) opportunities from Cape Town.

The Port of Miami's largest exports to South Africa include machinery, vehicles, electronics and textiles, while South Africa's largest exports to Miami are metal, steel articles, textiles and live trees.

Miami is the closest US entry point into the key North American market. It is viewed as a world-class city, global gateway, logistics hub and cruise tourism capital of the world.

Meanwhile the Port of Cape Town – one of eight commercial and complementary ports along South Africa's nearly 3 000 km coastline – handles a



Chairwoman of the Miami-Dade County Commission, Commissioner Audrey M. Edmonson and Cape Town Harbour Master and Acting Port Manager, Captain Alex Miya.

variety of cargo, including fresh produce and South Africa's famous Cape wines for export. It is also one of two home ports serving the fast-growing cruise industry and attracting growing numbers of

tourists. The V&A Waterfront was awarded a concession by TNPA for the development of the Cruise Terminal facility at E Berth, which is now at Phase three of its development.

Government cautioned over rights allocations

FISHING companies that catch hake for local and international markets, delivering R6.7 billion to the South African economy annually, have cautioned that sensible rights allocations are necessary to preserve international competitiveness and jobs in coastal areas.

Releasing the findings of an independent, industry-wide socio-economic study of the hake deep-sea trawl fishery in Cape Town recently, chairman of the South African Deep-Sea Trawling Industry Association (SADSTIA), Terence Brown, said that the industry's well developed, unique economic characteristics should be front of mind during the



fishing rights allocation process scheduled for completion in 2020.

Long-term rights for 12 commercial fisheries will be allocated by the Department of Agriculture, Forestry & Fisheries (DAFF) next year. Similar processes conducted by DAFF in 2013 and 2015/2016 were highly controversial and characterised by lengthy

delays, prolonged litigation, disruption of fishing and the destruction of value for individuals and companies invested in fishing.

Consultations with stakeholders around the policy that will underpin the fishing rights allocation process of 2020 are considered crucial and are expected to begin in April this year.

Slow down to reduce costs – Drewry



WITH the IMO 2020 sulphur cap deadline fast approaching – and with it the prospect of higher fuel costs – shipping lines are examining their options to mitigate higher operating expenses.

Drewry Shipping Consultants has suggested that carriers are likely to consider slow-steaming and use of transshipment to keep costs down.

They add that as ships' sailing speed is reduced and round voyages are extended carriers will drop ports from rotations to ensure that transit times to key points remain competitive. "Fewer direct port calls will induce greater need for transshipment and feeder operations. "Whatever it takes, it's clear that shippers will have to carry some of

the burden of higher costs.

Drewry warns that shippers should consider during rate negotiations that saving today might raise the likelihood of another carrier bankruptcy in the manner of Hanjin Shipping.

"This would cause unwanted chaos in the supply chain and further reduce the competition, thus increas-

ing the risk of much higher rates at a later date."

The bottom line says Drewry, is that shippers rightfully want more transparency regarding how the new fuel surcharge mechanisms will work, but they should be mindful of the potential risks to future service options, competition and rates if they don't concede anything to carriers.



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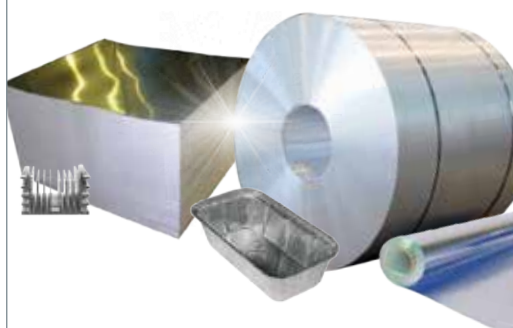
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Ngqura – nurturing its green status

TRANSNET National Ports Authority's (TNPA) Port of Ngqura is the only port with a green status in the South African port system and maintains this status through a number of innovative measures.

"Ngqura is the only South African port that was subjected to environmental legislation during its entire development and will continue to be during its operation and future development," said Mandilakhe Mdo-dana, Environmental Manager.

The port's 'green' initiatives include among others a number of unique biodiversity conservation programmes, which were implemented since inception.

Poison-free rodent control

This initiative uses poison-free methods and natural predators to manage and control the rodent population in the port. Natural predators such as owls are deployed in strategic areas around the port and rodent bait stations are filled with

non-poisonous bait such as sunflower seeds to trap rodents.

Threatened vegetation

TNPA preserves the most sensitive and threatened South African vegetation types found within the port, namely Bontveld and Messic Succulent Thicket. These provide habitat for a number of endemic species. The areas are identified in line with the Coega Development Corporation's open space management plan - therefore development within these areas is not encouraged.

Fish monitoring

Fish monitoring, which started prior to construction, is still ongoing. It is conducted by a team of researchers under the Bayworld Centre for Research and Education led by Dr Matt Dicken. This tag and release programme is recognised by the Oceanographic Research Institute. The research is aimed at investigating the composition and abundance of fish. The most



Natural predators such as owls are deployed in strategic areas around the port for poison free rodent control.

recent results indicate that the port is serving as a nursery for fish and gully sharks. This is attributed to the good water quality within the port and the calm sheltered environment provided by the port infrastructure.

Before construction

Prior to any construction in the port a search and rescue exercise is conducted, which is aimed at identifying plants and animals that need to be rescued.

Recently, the port had to relocate a number of endemic pigmy hairy footed gerbils (*Gerbillurus paeba*), to ensure that they were not negatively impacted by the construction of the TNPA's Admin Craft Basin.

Other initiatives

Other environmental initiatives that promote sustainable development in the port include rainwater harvesting for ablution purposes, the implementation of

the Department of Environmental Affairs' approved environmental management plans and a marine mammal monitoring programme. This entails having employees on the lookout for marine mammals such as whales and dolphins.

Accolades for excellence

The port is recognised for its commitment in conserving the environment in which it operates.

The Port Environmental Authorisation, which requires bi-annually audits by independent Environmental Control Officer, has bestowed the port with high levels of compliance (above 90%) to date.

It was also acknowledged as one of the most environmentally compliant organisations in the Eastern Cape in 2014. It received a Top Green Organisation Award endorsed by the Department of Environmental Affairs and the Institute of Waste Management of South Africa.

Decarbonization of ocean shipping

CONVINCED of the urgency to act on climate, a group of Dutch multinationals - FrieslandCampina, Heineken, Philips, DSM, Shell and Unilever - all members of the Dutch Sustainable Growth Coalition (DSGC), will join forces with A.P. Moller - Maersk to take a tangible step towards the decarbonization of ocean shipping.

A pilot, using up to 20% sustainable second-generation biofuels on a large triple-E ocean vessel will sail 25 000 nautical miles from Rotterdam to Shanghai and back on biofuel blends alone, a world's first at this scale, saving 1,5 million kilograms CO₂ and 20 000 kilograms of sulphur. DSGC members and Maersk all agree that

tackling harmful emissions related to shipping is urgently needed, and that cross-industry collaboration is required to develop, test and implement new solutions. The DSGC members, many of which are customers to Maersk, played a critical role. They initiated and sponsor the pilot. Shell, acted as the fuel supplier for the pilot, and Maersk played the

role as operating partner.

Sustainably sourced second-generation biofuels are just one possible solution for the decarbonization of ocean shipping. Longer term, breakthroughs in fuel and technical development (i.e. e-fuels) and the investment into commercial supply chains are needed to achieve significant emissions reductions.

"DSGC companies join in action to contribute to the UN SDGs. With this initiative we focus on Climate Action (SDG 13). We have taken the initiative to partner with A.P. Moller-Maersk on this important effort," says Jan Peter Balkenende, Chair of the DSGC. "This pilot testing biofuel on a cross ocean shipping lane, marks an important step. However, many more innovations are urgently needed. These can only be successfully developed, tested and implemented in industry collaborations like this."

Søren Toft, Chief Operating Officer A.P. Moller - Maersk commented: "To reach our net zero CO₂ target by 2050, in the next 10 years we need big breakthroughs. Maersk cannot do this alone. That is why this collaboration with DSGC and its members is such an important step

in identifying and bringing low carbon solutions to life. It laid the foundation for how cross-industry partners can work together to take steps towards a more sustainable future. We welcome others to join in our efforts, as this journey is just beginning."

Søren Toft added "Biofuels are one of the viable solutions that can be implemented in the short and medium term. Through this pilot, we aim to learn more about using biofuels in general, and to understand the possibilities around increasing its usage in a sustainable and economical way."

Shipping accounts for 90% of transported goods and 3% of total global CO₂-emissions, and is set to rise to 15% by 2050 if left unchecked. The CO₂ savings of this journey alone equates to the annual CO₂ emitted by over 200 households in a year or 12 mill km travelled in an average car which is 300 times around the world. The voyage will take place between March and June 2019.

About the biofuel used:

The biofuel used in this pilot is a so called 'second generation' biofuel, produced from waste sources, in this case used cooking oil (UCOME oil).



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The golden age of services

THE MHE (materials handling equipment) supply chain has transformed into a service-centric sector, moving away from just supplying products to offering end-to-end solutions. In today's operating conditions, consumers are doing more research before they make their buying decisions. They expect suppliers to meet their needs and respond to their problems effectively and swiftly. This is even more so when it comes to big-ticket purchases, such as MHE.

Customers not only prioritise the product, they expect the service they receive once they have bought the piece of equipment to be up to their expectations. The aftersales services

play a role in the client's decision to purchase. This is the view of Darryl Shafto, MD of Goscor Lift Truck Company (GLTC), a major MHE supplier in southern Africa.

"Provision of MHE products is one thing, and the ability to provide unparalleled after-market support to keep the product running at all times, is quite another," says Shafto. "What matters more today, and has been for long, is the service delivered after the product has been supplied."

Shafto is of the view that this is a golden age of services, and the MHE supply chain is transforming into a service-centric sector, moving away from just supplying products to



**Darryl Shafto, MD
of Goscor Lift Truck
Company.**

offering end-to-end solutions. "Although companies still push products, there is now a bigger focus on delivering value that customers get out of using those products," says Shafto.

It is evident that the timely provision of spare parts and af-

tersales services such as conducting repairs; installing upgrades; reconditioning equipment; carrying out inspections and day-to-day maintenance; offering technical support, consulting, and training; are crucial pillars of customers' buying decisions. This gives them peace of mind, and allows for ease of budgeting as maintenance is a fixed cost and takes the day-to-day headaches away from maintenance managers.

At the core of GLTC's service strategy

While service initiatives are the starting point, Shafto believes that it is the speed of the service that re-

ally matters. "There is so much emphasis on speed of service as the importance of uptime cannot be reiterated enough in today's operating conditions. For an MHE supplier of GLTC's stature, speed of service is at the core

of our service strategy," he says.

To be able to execute that strategy, Shafto says a fundamental pre-requisite is to have the infrastructure that allows the company to respond to any service needs timeously. "We

have a strategic national footprint with branches in Gauteng, KwaZulu-Natal, East London, Port Elizabeth, Cape Town, Nelspruit and Bloemfontein, complemented by a strong network of dealers in the outlying areas."

Building waste platform helps upgrading projects

ARUP has made a commitment to helping realise the United Nations' Sustainable Development Goals (UN SDGs) with the introduction of DigiYard, conceptualised for an internal Arup Architecture ideas competition launched in November 2017. The competition aimed at 'Shaping your better world' and required staff to incorporate at least three of the SDG's into an idea that could be taken to execution with the intent of making a positive impact in the built environment.

DigiYard is a digital platform that facilitates the flow of surplus & second-hand building material and usable construction waste from construction sites to informal settlement upgrading projects. This platform will reduce construc-

tion waste in landfills whilst addressing the need for affordable, quality building materials in the informal housing sector.

The platform will eventually operate as a progressive web or mobile application. Among other features, it will be capable of using machine learning algorithms to enable the smart recognition of materials. This will

allow quick measurements and descriptions of items to be uploaded to a cloud portal instantaneously, providing convenience to suppliers. Mobile payments and a transport option to providing door to door delivery will also be available in future, providing convenience for customers. The long-term vision is for DigiYard to empower and enable people liv-

ing in informal settlements to improve their living conditions by allowing access to a broad range of quality, cost effective building materials. Through the data gathered from the platform, construction companies will be able to have a detailed understanding of their material waste streams in order to minimise waste and increase efficiencies.

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The Bobcat E55 Compact Excavator is ideal for agricultural applications such as fruit farming.

FROM fencing to and cleaning, Bobcat trenching and excavating to loading Equipment South Africa will have a full line-

up of equipment on display at Grain SA's NAMPO Harvest Day from 14 to 17 May in Bothaville in the Free State.

According to National Sales Manager Brian Rachman "The agricultural industry is an important growth market for Bobcat, and therefore the exposure we obtain by attending this exhibition is very important for our brand visibility."

The Bobcat B730 is a versatile 'back-to-basics' backhoe loader for trenching, breaking, or even materials-handling. Features include a 74 kW turbocharged

engine, a powershift transmission as standard, two-wheel steer and double loader bucket cylinders.

Tier 4-compliant, the E55 is available with a clamp-ready extendable-arm configuration for additional length when fully extended. This allows for extended reach without having to upsize the machine, representing

a significant cost-saving for farmers. An angle-blade dozer option is also available.

Bobcat also has a range of auger attachments to dig holes quickly and accurately. Heavy-duty hydraulics makes these attachments ideal for any soil conditions. Farmers can choose between a direct-drive auger or a gear-driven planetary

"The agricultural industry is an important growth market for Bobcat..."

auger for applications that require the most torque. Multiple bit types and teeth enhance the flexibility of these attachments even further.

The range of agricultural attachments available from Bobcat extends to buckets, fertilisers, and grain loaders for large-scale agricultural jobs, and grapples and graders for tough forestry work, diggers and drop hammers for construction, concrete mixers for laying down groundwork, or angle brooms for clean-up.

Forklift features aim to reduce costs

FOURTEEN electric powered forklifts handed over by Toyota Industrial Equipment, part of the EIE Group, to SRCC Addo Cold Store, are equipped with features that will assist the Eastern Cape cold storage company reduce both total operational costs and potential damage to equipment.

The order from Addo Cold Store comprised 12 Toyota FBE18 and two Toyota Traigo forklifts, being deployed for packing of citrus fruit in chillers. The forklifts are equipped with Toyota's patented and innovative I-site Fleet management system, which provides fleet managers with the ability to optimize overall productivity, by monitoring parameters such as truck performance, truck and driver utilisation and battery status. Other features include the pre-operational check, which ensures that the truck is reliable and safe to use, while fleet managers have access to Toyota I_Site from anywhere, via both a mobile app and an easily accessible web portal.



Handover of the 14 Toyota forklift trucks to Addo Cold Store.

The forklifts are supported with comprehensive driver training, the availability of a field service technician based in the area, in-house battery services and a site inspection to assist the client in optimizing the materials handling layout.

Both Traigo and FBE18 electric counterbalanced trucks offer a compact body and turning circle for manoeuvrability in narrow worksites. Toyota's System of Active Stability (SAS) actively monitors key parameters of the truck's per-

formance, reducing the risk of possible accidents and maximising the amount of pallet movements. This allows operators to work safely, while keeping productivity high throughout a working day.

"Toyota's innovative technologies provide clients with efficient solutions to problems besetting many materials handling solutions, such as high operational costs and damage to trucks and chiller room racking," says Gary Neubert, EIE Group's CEO.

"These technologies give our customers a significant competitive advantage in terms of operational costs and increased productivity, adding value to their businesses."

As the sole distributor of Toyota Forklift, BT, Raymond and Flexi material handling equipment in Southern Africa, Eqstra Industrial Equipment (EIE), claims to be the largest supplier of forklifts to the Southern African market with the most comprehensive product support infrastructure in the region.

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Ground-breaking technology solutions unveiled

ALIGNING with Industry 4.0 is no longer optional for the mining industry. Companies are urged to embrace digitalisation and automation for the critical goal to enhance sustainability, productivity and profitability. thyssenkrupp Industrial Solutions South Africa unveiled its latest technology and digital solutions at an exclusive press conference on 07 February 2019 in Cape Town, during the coveted Mining Indaba 2019.

"In order to keep up with the evolving market, we have placed Industry 4.0 at the crux of operations which will in turn be to the ultimate benefit of our customers," states Philipp Nellessen, CEO of thyssenkrupp Industrial Solutions Sub Sahara Africa.

The division recently launched two new

innovations; Eccentric Roll Crusher (ERC) and online monitoring of the High-Pressure Grinding Roll (HPGR).

Equipped with state-of-the-art features, the new Eccentric Roll Crusher delivers a large throughput and application in hardrock mining as well as a small footprint that is perfectly suited for underground crushing applications. "We are excited to have sold our first units and we look forward to receiving feedback from our customers," comments Wilfred Barkhuizen General Manager of Minerals Processing and Energy & Sugar at thyssenkrupp Industrial Solutions South Africa.

Based on over three decades of proven grinding technology, thyssenkrupp has en-

hanced the HPGR through the development of several innovative process enhancements and application. The HPGR application ensures improved process efficiency and optimised power usage. The machine's dry grinding technology assists customers in optimising water consumption and in reducing total overall cost of ownership. With these new developments, it is now possible to monitor HPGR performance remotely including continuous wear measurement and notifications of stud breakage.

thyssenkrupp's Materials Handling division caters to customers from pit-to-port. "Our division is perfectly positioned to offer state-of-the-art technology and system design products for efficient bulk

handling solutions," states Jacques Steyn, General Manager of Materials Handling at thyssenkrupp Industrial Solutions South Africa. "Our all-inclusive range of bulk materials handling equipment includes bucket wheel excavators, crushers, feeders, overland and plant conveyors, stackers, reclaimers, transfer cars, as well as trains and ship loading and unloading systems."

Shifting focus to its world-class conveyor belt technology, the division's most recent innovation, the Mega Pipe, was developed in collaboration with a key supplier and business partner. The Mega Pipe effectively enables the transportation of material out of a mine pit at 35 to 45 degree incline angles. "The ability to escape a pit at such high angles greatly minimises belt length and enables customers to use routes that are not



used by other equipment," notes Steyn. "It also supports the push of mining companies to reduce CO₂ emissions by replacing the previously required mining trucks," adds Steyn.

thyssenkrupp's latest innovations also extend into the Energy and Sugar division, which smartly encompass digitalisation for enhanced sustainability. The biomass and cold cyclone circular

fluidised bed combustion technology focuses on efficiency, while the sugar technology brings operating cost down.

When it comes to chemicals, the company is focused on clean carbon to chemical that minimises carbon footprints.

Currently the company has three offices in the southern region; South Africa, Mozambique and Zambia which assist in the

delivery of products, technology and services to customers. thyssenkrupp's offices in Ghana and Nigeria provide support with their strong presence in the western and northern regions of Africa. In line with thyssenkrupp's customer-centricity, the company also offers financial engineering solutions, rounding off its turnkey equipment and technology portfolio.

FMX now down on the farm

ALTHOUGH Real Telematics has a bouquet of telematics offerings not related to fleet management, its FMX Forklift Management System is increasingly in demand. Starting off with an exclusive supply agreement to just one forklift agent in 2010, it now supplies almost all forklift agents in South Africa, as well as smaller dealers and many direct clients, covering thousands of forklifts across the country, all fitted with FMX. A trend that extends outside of our borders.

To remain competitive, Real Telemat-

ics has to ensure that FMX is adaptable in different industries, requiring constant product development and engagement with customers to meet their needs, especially in the reduction of health and safety risks.

From its traditional warehousing, logistics, production and retail applications the company is pursuing opportunities in agriculture where forklifts and tractors are used to optimize operations.

Farmers too appreciate the benefits that fuel and battery cut-outs and transmission and engine pro-

tection provide. From the farm through to distribution channels the fitment of FMX to fleets optimizes savings, confirming that the heavy investment in people and equipment is paying off.

It is innovative, and sometimes "out the box" thinking that puts Real Telematics as a frontrunner in the forklift management and monitoring industry with products like load count, touch screen display with electronic checklist, weight indication and soon to be released, its on-board, connected, battery monitoring unit.



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An autonomous industrial future

ABB is driving the development of increasingly sophisticated autonomous technologies, which will transform industry by enabling unprecedented visibility and control over machines, plants and systems. And ABB will continue to deliver proven value for customers with deep domain expertise, integrated solutions and the ABB Ability™ digital offering.

Investing in factories of the future and autonomous shipping

Pioneering technology in digital industries, ABB is investing \$150 million to build the world's most advanced and automated robotics factory in Shanghai. The new facility will feature an

R&D center where scientists and engineers from ABB's Corporate Research arm work to accelerate cutting-edge industrial AI innovations.

ABB is already running one of the world's most advanced Factories of the Future. ABB's Industry 4.0 factory in Heidelberg, Germany manufactures circuit breakers. The factory uses advanced robotics, connectivity and digitalization to achieve efficiencies that enable the production of three times as many product variants as was previously possible.

As autonomous technologies move forward, the maritime sector is one of the market opportunities. ABB recently took a major step forward in autonomous shipping. In a ground breaking

remote trial, the world's first for an existing passenger ferry, the ice-class Suomenlinna II ferry was remotely piloted through the Helsinki harbour.

ABB is pursuing other areas where autonomous systems can deliver value. In the oil & gas sector, which has a critical safety component, reducing the number of people on site for safety reasons is critical. Autonomous systems, enabling remote operation, would help achieve this goal. ABB is also taking mining to the next level with a roadmap of increasingly advanced automation for real-time process optimization. As mines become more automated, digitalized and connected, the ultimate payoff could be fully autonomous mines that operate with

no people underground.

ABB empowers digital industries

Across all industries, the ABB Ability™ digital offering is well positioned for taking autonomous technologies further. ABB Ability™ solutions draw upon data from smart sensors and apply sophisticated software to continually assess the state of systems and to provide predictive warnings. These capabilities will be a key enabler of autonomous industrial plants.

The growing global network of ABB Ability™ Collaborative Operations Centers points the way to the future by providing data-driven decision support – making action recommenda-

tions that people sign off on – which is considered the first step towards fully autonomous operations. Smart sensors and operation-critical systems located on site transmit data on the health and performance of equipment to the Collaborative Operations Center. There, software performs advanced data analytics. The results are assessed by ABB domain experts in collaboration with customers, resulting in recommendations that uncover potential problems, advise on preventive maintenance, and determine ways to improve performance. The information gleaned from these global operations will help ABB's researchers better understand the dynamics and nuances of automated

decision making. This will provide valuable input towards the development of systems capable of ever-greater autonomy.

Autonomous technology will amplify human potential

Importantly, autonomous systems and industrial AI will revolutionize work not by replacing humans, but by augmenting human cognitive capabilities to amplify our potential. We can envision that future from what we already see today: Leading-edge automation systems already enable many operations and processes to run without human intervention under normal conditions. This has allowed people to effectively “up-skill,” by shifting their focus to

the more complex and unstructured tasks.

In the Factory of the Future, autonomous systems will assist operators in making better decisions in a timely manner. This will free expert personnel from mundane, repetitive tasks, enabling them to focus on higher-value activities. For the near term, people and autonomous systems will partner, with humans making the final decision.

In the autonomous Factory of the Future, people will work side by side with collaborative robots. And they'll do it more efficiently, economically and – most importantly – in an environmentally compatible manner, which utilizes our precious resources without consuming the world.

Eurolux acquires Radiant



LtoR: Steve Palframan, Peter Willig and Shaun Bouchier.

EUROLUX (Pty) Ltd is proud to officially announce its recent acquisition of Radiant Lighting (Pty) Ltd. The merger came into effect on 1 January 2019 and sees the two brands running parallel to each other as separate entities under the umbrella of the Eurolux Group.

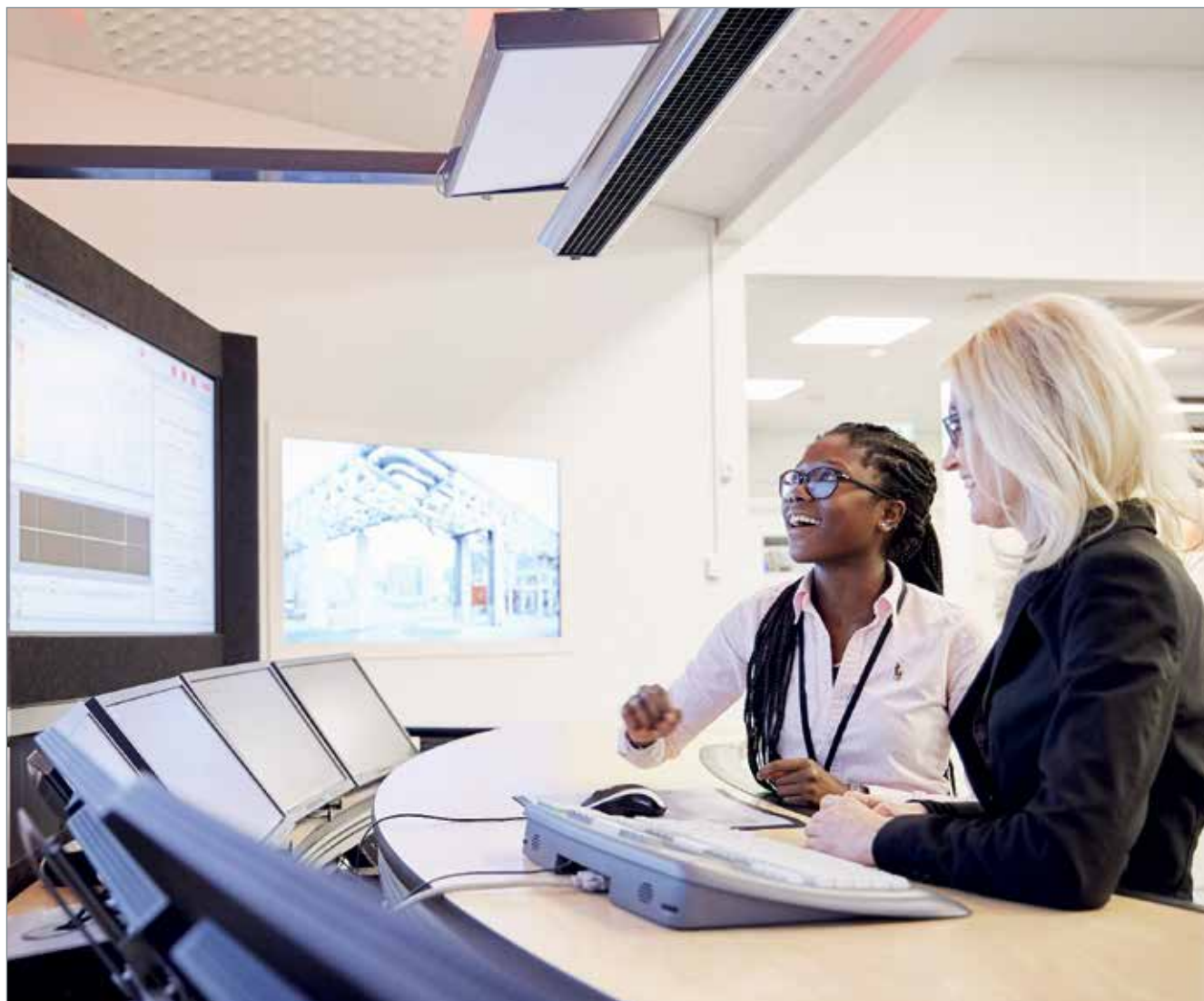
Eurolux started out as a modest Cape Town operation in 1991 and has continued to grow, with two locations in South Africa, the brand is well known for lighting importation and distribution.

Radiant began operations in 1990 and, similarly to Eurolux, expanded its offerings as the company flourished and experienced rapid growth.

Together they have a combined trading history of 57 years. This strengthened pool of resources allows for an improved product offering and an elevated level of customer

service. “We strongly believe that this merger will bring about only positive changes for everyone, especially our customers. It will certainly make both companies stronger and more competitive in the market”, explains Eurolux director, Shaun Bouchier.

Although it is business as usual for both Eurolux and Radiant staff, there are a number of exciting changes on the horizon in the near future. In Johannesburg, the Eurolux team will move across to the existing Radiant buildings in Wynberg, Sandton, where several interesting showroom concepts will be launched during the course of 2019. This new chapter will also see the brands establish a presence in Durban with a new showroom in the works. In Cape Town, the Radiant team has already moved into the Eurolux offices in Milnerton.



Intelligent data needs intelligent power

Digital infrastructure enables reliable, flexible and secure operations

The demands on the data center industry for availability and efficiency are at an all-time high. Digital distribution systems and equipment enable deep component visibility and easy automation for even lights out data center operations. Leveraging these design strategies can save data center owners cost, space, time and risk. new.abb.com/africa/data-centers



Effects of industry 4.0 on connection technology

Some predictions from Lapp Southern Africa



IN the course of Industry 4.0, the demands on cable and connection technology will also change. Data rates will climb with the consistent networking of company and business processes, a development that demands high-performance networks. In future, network cables will no longer only be used to connect machinery and within control cabinets, they will also be laid directly to intelligent actuators or sensors in the field. The solution lies in system-specific field-compatible Ethernet cables and robust connectors. Reliable networking of production across all levels is only possible with a comprehensive cabling and connection concept. Ethernet

cables in a production environment must be substantially more robust than LAN cables in an office environment. They have to be oil resistant, must withstand high temperatures and must also function reliably and durably in the drag chain. It is an enormous challenge to combine the requirements of flexibility, robustness and the highest data rates. In addition, it must also be possible to install network connectors in the field without special tools. Added to this is the growing demand of protection rating. Whilst an RJ45 data connector was sufficient up to now in the control cabinet, dirt and moisture-resistant

connectors are becoming more and more important in the field. In future, they will have a much more modular design so that the machinery and plants of tomorrow can be retrofitted in a more flexible manner. In the sense of 'plug & produce', in an ideal scenario the machine modules will manage with one single connector. In general, the trend is towards smaller and smaller yet also more and more efficient connectors and cables. Even today, connection solutions from Lapp can be used to realise complete end-to-end networks from office level to sensor/actuator level, and to make existing plants fit for Smart Factory.

Time saving meter

THE Fluke 789 ProcessMeter is a troubleshooting tool for electricians and instrumentation professionals, combining the functionality of a loop calibrator with the power of a digital multimeter. By equipping the 789 with a temperature measurement module and the wireless data logging capabilities of Fluke Connect™ with ShareLive™ video call (sold separately), process technicians can now do a lot more while carrying a lot less. And with its built-in, selectable 250 ohm HART® resistor, it eliminates the need to carry a separate resistor.

John Bohling, a service technician and member of Pipefitters Local 597 in Chicago, USA, recently shared some troubleshooting and preventive maintenance tips he collected.

Temperature Module Monitor temperature and electrical at the same time

John used the FC Wireless K-Type Temperature module for day-to-day troubleshooting applications. It measures temperature in one location and then wirelessly relays the results to a smart phone (with the

Fluke Connect app installed). This comes in very handy for checking multiple components of heating and cooling systems simultaneously.

For example, at one site, a temperature module was set up to monitor refrigerant line temperatures while he worked on the refrigeration components located elsewhere. He also used the K-type temperature module on split system-style chillers. In one instance the chiller, which had a microprocessor-based control, was located in the basement; the air-cooled condenser was located on the roof. John was able to oversee the fan-cycling controls by measuring the motor amp draw using the a3000 FC current clamp. At the same time, he monitored the liquid line temperature using the temperature module, and observed a specific percentage on the microprocessor in the basement. He viewed the results from all three tools simultaneously, in real time, on his smart phone.

Finding a needle in a haystack

With the Fluke Connect dc voltage module, John measured a 0-10 V dc signal to



Fluke 789 with IR3000 - a temperature measurement module and the wireless data logging capabilities of Fluke Connect™.

a variable frequency drive (VFD) located in a supply air cabinet. The third party panel was inaccessible so the VFD was the only place to test. "If I had tried to monitor the third-party signal at the VFD with a standard meter, it would have tripped an alarm due to 'no proof of air flow' by the air flow switch," he said. "Using the Fluke Connect dc voltage module I found that the building automation system was not sending the proper ramp signal when

duct static pressure dropped." This same FC module helped him find a chronic problem in a dc power supply that was intermittently dropping the 5 V dc it supplied. This caused the chiller to fail and trigger an alarm. He left the dc voltage module on the power supply overnight. "The results showed that the power supply dropped voltage and then restored itself. I replaced the power supply with confidence the next day," John said.

Electrical cables for container cranes – new info

THE Port Equipment Manufacturers Association has published an information paper that provides guidance

on the selection and use of electrical cables for container cranes. The paper, produced by the Asso-

ciation's Equipment Design and Infrastructure Committee, offers detailed information about the se-

lection, storage, handling, installation and use of electric cables for container cranes.

PEMA regularly publishes information papers, independent research reports, technology briefings, and other materials designed to inform decision makers in the global ports and terminals sector regarding the design and operation of port equipment and technologies. While the Association does not – and is not permitted to – advocate specific technologies, it does seek to contribute to industry awareness of issues and options that port and terminal authorities may wish to consider.

Founded in 2004, PEMA provides a forum and public voice for the global port equipment and technology sectors. The Association has seen strong growth in recent years, and now has 110 member companies representing all facets of the industry, including crane, equipment and component manufacturers, automation, software and technology providers, consultants and other experts.

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Copper thieves export with impunity

CDAA (Copper Development Association Africa) sends this message but appeals to Government to stem the tide of illegal exports fall on deaf ears.

MANY of our manufacturing members rely on good quality recycled copper for their production processes.

Large volumes of copper and copper alloys are exported from South Africa at high prices due to an insatiable demand from particularly Asian countries.

This is having a devastating effect on the local copper industry and the drive to obtain copper is fuelling the theft of copper cable from Transnet, Eskom and the telecommunications companies causing billions of Rand of consequential damages.

This massive exodus of scrap copper is starving local industry leading to lower production volumes and unemployment.

The CDAA is in constant engagement with government to stem this outflow in an attempt to retain good quality recycled copper for its members at reasonable prices and grow the South African copper industry.

The export scrap guidelines, gazetted by Government in September 2013, have been revised on a number of occasions due to the ingenious ways certain scrap metal merchants were by-passing the rules and were again to be revised in July 2016. To date nothing has been published.

CDAA has been engaging with a number of Government Departments over the last six years and presented our proposed solutions to SARS, Department of Economic Development, SAPS, Hawks, Customs and Excise and various other forums but to date there has been no positive response. Combining our efforts with the Aluminium Federation of South Africa, NFMIA and the South African Institute of Foundries have also had no effect.

Stringent enforcement of the export scrap guidelines has driven this activity underground and, in the CDAA's opinion, copper scrap is now being exported illegally under false tariff codes by unscrupulous scrap merchants as illustrated by the dramatic reduction in export permit applications from 159kt in 2013 to a mere 9kt in 2018.

Requests to SARS to increase container inspections was met with the response that container inspections at the ports are simply not possible due to the difficult logistics and shortage of manpower. We then suggested that audits be done at major scrap merchants which is, after all, something

that SARS does well. Not one single audit has been done due to the shortage of manpower.

Apparently there are bigger fish to fry and the copper theft problem has to fall in line.

The latest innovation some scrap merchants are now embarking on is to melt the scrap into

ingots, billets or blocks as these do not require an export permit as is the case with scrap. It also allows more copper to be loaded into the containers yielding higher returns per load. Regrettably even these melted blocks of copper are not always exported under the correct tariff codes.

The lack of follow up on the payment of the exported scrap presents the exporter with an ideal opportunity to have the money paid into off-shore bank accounts, forever lost to the South African economy (Money laundering).

It is also well documented that certain

Asian countries are experiencing high growth percentages and will continue to do so until at least 2020 which means the requirement for copper scrap will not abate.

In the last few months four of CDAA's members were held up at gunpoint at their own premises and tons of copper

was taken. Fortunately nobody has been harmed thus far and we can only pray that people are not killed in this endless quest for copper scrap.

CDAA is asking for a levy on the export of copper scrap, improved container inspections, one port of export for copper scrap, no cash for scrap

and the elimination of VAT on scrap.

New revised guidelines are being considered by government which will be published in June 2019.

Ed: Looks like another issue for the Zondo Commission. Whistle blowers please come forward!



Copper Development Association Africa

Copper Alliance



Cut cash transactions to curb COPPER THEFT!

Criminals particularly in the Western Cape continue to target any facility where copper may be present and accessible.

The thieves have now resorted to hijackings and armed robberies which is putting lives at risk. Unless government reduces the export of copper and its alloys it may not be long before someone is killed.

The demand for copper scrap has created an enormous increase in the number of scrap merchants in South Africa.

Many of the large South African copper manufacturers rely on good quality recycled copper for their production processes. Large volumes of copper and copper alloys are exported from South Africa at high prices due to an insatiable demand from particularly Asian countries. This is having a devastating effect on the local copper industry and the drive to obtain copper is fuelling the theft of copper cable from Transnet,

Eskom and the telecommunications companies causing billions of Rands of consequential damages. This massive exodus of scrap copper is starving local industry, leading to lower production volumes and unemployment.

The CDAA is in constant engagement with government to stem this outflow in an attempt to retain material for its members and grow the South African copper industry. CDAA is asking for a levy on the export of copper scrap, improved container inspections, one port of export for copper scrap, no cash for scrap and the elimination of VAT on scrap.

Until measures are introduced to reduce the export of scrap, looting of copper cable and other copper objects will continue.

CDAA MEMBERS ACTIVE IN THE WESTERN CAPE

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24 years of laser cutting



SCHUURMAN Lasercut started its operations in Cape Town in 1995 with the objective to enhance customer satisfaction through quality and service. The company's primary function is the laser cutting of sheet metal and plate.

High quality work is cut for customers in the fields of machine building, fabrication, agricultural, general engineering, architectural, automotive, marine, decorative, signage, shop fitting etc. Laser cutting is an inexpensive method of producing precision profile cut components in sheet or plate form. It is ideal where small runs or time constraints prohibit the use of press tools or in

cases where punching or blanking would lead to distortion.

Laser technology assures accuracy and speed, complex shapes with no distortion and a list of technical and cost benefits.

State-of-the-art equipment ensures quick and cost effective turnaround with machines running 24 hours a day for the shortest possible lead-times. Extensive use is made of advanced programming/nesting software to optimise material and keep the component price as low as possible. Working from existing CAD files from customers' designed drawings, laser cutting components takes a fraction of the time it takes to

produce them by conventional techniques.

Friendly and professional staff provide a speedy quote response with free delivery service in surrounding areas.

Implementation of ISO 9001:2008 as a quality management system delivers the highest quality of product and service, and a commitment to continuous improvement through the staff training and development combines quality with productivity.

Schuurman Lasercut is a BBBEE accredited company.

Materials flexibility ranges from 0,5mm up to 25mm in mild steel and variety grades of stainless steel and aluminium.

New range of press brakes

BENDING is an essential function in engineering and industrial processes, and those who use these press brake machines will be interested in the new Bystronic Xpert Pro range.

The Xpert Pro is able to carry out extended production runs and then easily switch to the production of an individual component.

Contemporary bending requirements are furthermore complex, and for this reason Bystronic offers customers an extensive selection of bending tools. However, Bystronic also reduces complexity through simple machine programming and state-of-the-art CAD/CAM software.

The latest Xpert Pro is available in the Classic, Performance and Dynamic editions with the following specifications:

Classic edition: maximum speed, 198mm/s.



Xpert Pro dynamic crowning.

Maximum working speed, 10mm/s.

Performance edition: maximum speed, 223mm/s. Maximum working speed, 20mm/s.

Dynamic edition: maximum speed, 250mm/s. Maximum working speed, 25mm/sec.

The Xpert Pro is available in a range of bending pressures: from 100 tons to 1 000

tons, with bending length starting at 3.1 m to 10.2 m length.

The Xpert Pro's dynamic crowning with patented pressure reference technology allows for the system to adjust the curvature of the lower beam automatically during bending. This state-of-the-art technology effects corrections in real-time, making use of cutting-edge sen-

sors which provide all required information to the press brake controller, so that automatic corrections can be made without disrupting production.

A touchscreen allows for the fast processing of both individual orders and extensive order lists. What is more, it is possible to programme off-line and then import the data into ByVision Bending without disrupting current production.

Introduced at EuroBLECH 2018, Bystronic has also enhanced the Xpert Pro press brake to create the fully automated Bending Cell. The new Bending Cell now enables automation of jobs that previously had to be performed manually. This includes automated tool changes and the transition between jobs.

In South Africa, Bystronic products are exclusively sold and installed by First Cut.

Nitrogen generators – ‘Spraying’ success

SINCE 1996, NitraLife has been manufacturing and marketing nitrogen generators. The primary target market has been the tyre inflation market (in mining, long-haul transport and the retail sector). Then, some 3 years ago, in 2016, Ni-

traLife developed the NitraCut generator to supply the owners of steel fibre lasers with nitrogen.

Even more recently, the company developed the NitraSpray nitrogen generator, which is specifically designed for professional spray

painting as well as other industrial uses.

"Compressed air has been the transport medium for spray painting since the inception of the technique. However, air has some disadvantages in that it often contains particulate matter, traces of oil

and, most importantly, moisture. These three factors affect the quality of the paint finish and result in commonly occurring blemishes such as 'fish eyes' and pinholes," explains the Managing Director of NitraLife Tom Sowry.

"The NitraSpray effectively filters output down to 0.01 micron, this level of purity being absolutely consistent," continues Sowry.

Importantly, when spray painters use compressed nitrogen, they are able to spray at a lower pressure, which results in significantly reduced paint consumption.

Reports from NitraLife's NitraSpray customers feature paint savings which are in the order of 10%. However, NitraLife recently installed a NitraSpray at a leading vehicle canopy manufacturer and achieved paint savings of 15%.

Being able to spray at a lower pressure has the added benefit that overspray is dramatically reduced.

"The major advantage that the NitraSpray generators have is that they employ a basic principle of physics to extract pure nitrogen from the air. Our generators have no moving parts, which makes them extremely reliable and simple, and wonderfully low-maintenance," asserts Sowry.



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Heavy-duty pair for steel fabrication

FIRST Cut recently concluded a mutually beneficial agreement with the company Messer Cutting Systems in Europe, to take over the latter's South African operation. Messer has had a presence in South Africa for the past 15 years, from a single office in Gauteng. In terms of the new agreement, Messer will be able to service the entire country more effectively – via First Cut's presence throughout South Africa. The agreement came into force in January this year, and the Messer agency is now part of First Cut's Machine Division managed by Anthony Lezar.

Messer Cutting Systems equipment is used by motor vehicle



and mining equipment manufacturing, construction, shipbuilding and railroad rolling stock manufacturing.

Two popular items available in South Africa, and with relevance and application in the laser and fabrication sectors, are Messer's LaserMat and PowerBlade units. The LaserMat's many ad-

vantages include large area processing with the CO2 Laser: on-board resonator. The machine has working widths up to 4,500mm and working lengths of over 50 m. Beam path length compensation guarantees the highest cut quality over the entire working area. The LaserMat's on-board laser protection hood

(laser protection class 1) permits direct crane loading, even with large special formats or parts. The infinitely rotating laser bevel head allows for continuous bevels from -45° to +45°.

The PowerBlade has a large area for processing with fibre laser, with working widths of up to 4,500 mm, and working lengths of up to 50 m.

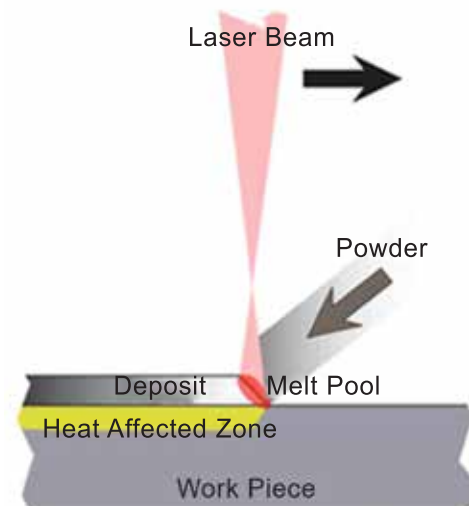
This machine is highly dynamic and has simultaneous speeds of up to 140 m/min - with the highest acceleration of up to 1 g. Its track has been specifically designed for laser requirements; and has been grouted after levelling to deliver the highest positioning and repetitive accuracies.

Laser cladding now available

SURCOTEC'S sister company, Thermaspray, has recently purchased a laser cladding machine capable of refurbishing worn or mis-machined components that traditionally could not be refurbished. This technology targets the automotive, petrochemical, offshore oil and gas, mining, pumps and valves, and turbomachinery industries.

Laser cladding, unlike laser welding, is a weld build-up process that applies a metallic overlay material, usually in powder form, to primarily metallic substrates using a laser as the heat source. Laser cladding is the ideal solution to effectively protect component surfaces since the non-porous weld overlays are metallurgically-bonded to the component's surface. These overlays are resistant to mechanical impact and capable of withstanding severely abrasive, corrosive and/or erosive environments.

Laser cladding is effective for component refurbishment because of these non-porous, metallurgically bonded overlays, exceptionally low dilution between the overlay material and the component surface, localised application and exceedingly low heat-input produced by the weld pool. This means that heat-treatment can often be omitted altogether, and component distortion does not occur. Components can be refurbished to near-net shape through applying layers as thin as 0.2mm, reducing the need for post-machining.



The laser cladding process.

Laser clad coatings range from tungsten carbides for extreme wear resistance to Stellites, stainless steels and Inconels for dimensional restoration and corrosion resistance.

In foreign markets, laser cladding has been used for many years as a reliable and cost-effective solution for the refurbishment of expensive or sensitive components, and for the protection of new components.

Surcotec is proud to introduce this technology to industries in South Africa. The four-kilowatt fibre-coupled diode laser is housed in a booth specifically built for this purpose; the process is digitally

controlled, and a six-axis robotic manipulator ensures process repeatability and stability.

Surcotec offers its customers turnkey solutions that are tailored to their specific needs, on a job-specific basis. Surcotec also provides thermal spray, plasma transferred arc welding, and finishing facilities.

As Surcotec is an ISO 9001 certified company, customers can trust that their refurbishment and surface engineering needs will be met with the highest quality solutions, by a team with extensive experience and know-how, in a facility that can process all components from start to finish.

Metal deposition technology repairs engine blocks

METRIC Automotive Engineering is offering the latest metal deposition technology for repairing water jackets on engine blocks. The worst degradation occurs at the block face where it meets the cylinder head, which can be due to coolant contamination or a lack of corrosion inhibitors. Damage to the sealing surface is repaired traditionally by milling away the affected material.

"Our main aim is to extend the life of components. In this regard, we have a process that combines pre-machining with metal deposition,"



The worst degradation occurs at the block face where it meets the cylinder head.

Andrew Yorke, operations director, says.

"The advantage of metal deposition versus welding is that there is no heat. You are talking about a

45°C degree work-surface temperature versus a weld can that go up to 600°C to 700°C. As a result there is no heat stress or distortion, resulting in

a chemical bond that resists corrosion even better than the virgin block material," Yorke says.

"We can vary the material we use for the metal deposition depending on the application," Yorke adds. A water jacket repaired in this fashion will outperform one that has been repaired traditionally.

The long term benefits are: (a) your water jacket is now sealing on material that is designed to be exposed to poor coolant and (b) having a lot more deck height on the engine block prolongs the service life," Yorke explains.

Surcotec introduces laser cladding technology.

Laser cladding is a weld build-up process that applies a metallic overlay material to primarily metallic substrates using a laser as heat source. These overlays are resistant to mechanical impact and capable of withstanding severely abrasive, corrosive or and erosive environments.

Benefits of Laser Cladding:

- Full metallurgical bond to the base material
- Non-porous overlays
- Small heat-affected zone
- Little to no thermal distortion
- Less than 5% dilution between substrate and overlay
- Overlays between 0.5 - 5mm
- Precise overlay thickness control
- Unlimited clad thickness
- High repeatability and process stability
- High deposition rates
- Greatly extended part lifespans
- Excellent impact resistance



Is enough being done to preserve water?

RESEARCH by the United Nations Intergovernmental Panel on Climate Change (IPCC) warned that limiting global warming to 1.5°C will require fast, far-reaching and extraordinary changes. What's more, without sufficient action to address climate and behavioural change, already water stressed regions – including across parts of Southern Africa – could become uninhabitable by 2050. For those who remain sceptical on the true impacts of climate change one only needs to point to recent extreme weather events. "From the current drought cycle and the effects of which have been exacerbated by the El Niño, to the polar vortex that is creating a cold, snowy winter for the northern hemi-

sphere; these extreme weather changes and conditions are clear indicators of the effects of climate change," says Alison Groves, Regional Director, WSP, Building Services, Africa.

Stuck in a state of disaster management

According to Karen King, Senior Associate, WSP, Environment & Energy, Africa, "Possibly the single biggest challenge faced by any water sector is managing available water resources in the country." King explains that in the local context, South Africa receives just half of the world's average rainfall each year and is currently rated as the 39th driest country in the world, where by 2016 eight out of nine provinces were

declared disaster areas due to the ongoing drought. "Though some areas have since had some relief with wetter conditions over the summer months, the rain alone cannot solve all of the country's constraints or secure enough resources for the future."

"This is especially true if we consider that 98% of the country's water is already allocated. Where the sense of crisis that we are feeling at present has further been intensified by two fundamental problems; firstly, demand for water services has grown at a faster pace than the infrastructure, and secondly that people use water as though they are living in a water-rich country, with little regard for conserva-

tion," adds King.

Groves indicates that we are not re-engineering water-wise towns and cities fast enough in response to climate change and droughts. "If we just look at the Western Cape for example: successive years of drought brought the City of Cape Town to its knees."

King agrees and indicates that the biggest learning from the Western Cape experience is that Government, at all levels, needs to pay more attention to warnings. "The Western Cape Water Reconciliation Strategy, which was published in 2009, clearly stated that the drought preparedness in the region was inadequate. Further to this, and an important lesson, is that Governments need to react a lot quicker in

terms of implementing water restrictions – and need to have the capacity to keep these in place. A positive learning from the experience, however, is that water consumers are actually capable of reducing their water usage."

"What we also forget is that there are other parts of the country where water scarcity persists, and water restrictions have not been lifted. The Eastern Cape is a case in point. The Katse Dam is sitting at 35% of its capacity and primarily feeds Gauteng, where very little water from this dam makes its way to the Eastern Cape watersheds – and this region is still very much feeling the effects of the drought. So, while Gauteng has sufficient water, we need to re-



member that though rain falls in Gauteng, this is not where the water in our taps comes from – because in reality this water is drawn

from three different drainage basins – and we must not be lulled into thinking that everything is okay," adds Groves.

Businesses are building resilience to water shortages, and saving money

TOWARDS the end of 2017, the City of Cape Town announced that if business and residents did not reduce their water consumption rate, then municipal water supplies would run out by March 2018.

Exactly a year later, Cape Town has survived the drought with dam levels at 51.3% in March 2019, compared to 18.97% in March

2018. Water restrictions have been relieved and 'Day Zero' is less frequently referenced. But how did businesses cope during the drought, and how are they building resilience to future water shortages?

According to GreenCape, a non-profit organisation that helps to unlock opportunities in the green economy

in South Africa, the water system recovery was achieved through various interventions, including by businesses in the City.

In a survey of businesses supported during the drought by GreenCape, companies reduced their water use by 41% on average. Not only that, the companies participating in the survey safeguarded 52

000 jobs and invested over R100 million in water solutions. Many companies reported that they have realized or will be realizing financial savings because of the interventions.

"Reflecting on last year, it was incredible to witness the business sector take on the drought by challenging themselves in developing water-conscious

business models and implementing innovative water-efficient technologies and systems suited to their industry water needs", says GreenCape Analyst, Adila Cassim.

In order to help other businesses save water, GreenCape has developed case studies to share best practice methods which show how businesses reduced

their water use and saved money.

Some of the water saving efforts were made by textiles manufacturing company, ACA Threads, who reduced their water use by a whopping 70% through recycled water, and modified dye recipes. Plastics manufacturer Transpacco Flexibles reduced their water use by 85% by

converting from water to air-cooling machinery. Tourism-travel operator, City Sightseeing, became 100% water independent by installing a desalination plant and ablution facility retrofits.

"The business water resilience efforts were made not just in response to the drought, but as a sustainability imperative as some of these businesses had already commissioned water saving projects during 2011 and 2012. The drought and increased tariffs effectively accelerated these projects and in fact, improved the business case for investing in water efficiency technologies", says Cassim.

For Cape businesses looking to improve their water resilience efforts, GreenCape is on hand to assist. Cassim adds, "Companies are encouraged to access GreenCape's free-to-download technical brief on the business case for water resilience which shows the financial savings and paybacks across a range of interventions. GreenCape is available to guide businesses onto a sustainable water use journey which outlines the steps businesses can take to become more water resilient with specific industry recommendations modelled on local and international best-practice applications".

To receive business water resilience support from GreenCape's Water Sector Desk, e-mail water@green-cape.co.za.

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In August 2001 it bolstered its BBBEEE credentials with the establishment of Tricom Africa as a business enterprise with 70% shareholding and senior management by previously disadvantaged individuals.

During January 2017 Tricom Africa took over the Motor Control Centre manufacturing of Electro Boards, and is able to design, fabricate, install and test electrical control panels, switchboards, associated instrumentation and cabling.

For details of its background and experience visit www.tricom-africa.co.za.

Swedish ingenuity meets African innovation

IN April 2018, Bluewater kicked off a “season of action” toward clean water solutions free from single-use plastics and contaminants. Closing out the year, the water technology leader reports progress in advancing its global clean drinking water movement, providing alternatives to single-use plastic, raising awareness on the critical water issues of our time and forging partnerships through investments in a slew of companies in the drinking water arena.

While the world’s natu-

ral resources and water quality continued to worsen in 2018 in the face of unrelenting pollution of oceans, lakes, and rivers by contaminants ranging from industrial and agricultural chemicals to micro-plastics, Bluewater’s efforts were geared to help stem the tide of water pollution and contamination.

Specific 2018 milestones:

- Bluewater launched ingenious water purification public hydration stations able to generate pure drinking

water onsite even from water considered unfit for human consumption

- These hydration stations were deployed both to key water crisis areas across the world, notably in Flint, Michigan and Cape Town, South Africa

- Bluewater’s public hydration stations sustainably provided an estimated 27 million gallons of clean water, preventing the equivalent of over 800,000 standard-size plastic bottles from entering landfills and oceans

Water treatment solutions in Mbombela



Veolia container on site.

ADDRESSING the need for low-footprint, portability and easily maintained water treatment solutions, Veolia have supplied three Potable Water Treatment Plants (PWTP™) to Mpumalanga’s capital city.

“Our Water Techno Packages are becoming popular water treatment solutions across South Africa,” says Nishaal Rooplall, Project Engineer, Veolia Water Technologies South Africa. “Not only are these compact solutions a cost-effective alternative to in-ground plants, but their ‘plug-and-play’ and low maintenance functionality makes them ideal for remote locations. Furthermore, these

plants are packaged and movable by nature and can be transported elsewhere if the city’s water requirements change.” Water Techno Packages are specifically designed to supply treated water to isolated communities and in compliance with SANS 241 and WHO requirements.

Supplying potable water to Makoko Village

In the first project Veolia installed a packaged PTWP™ to the Makoko Village; a remote village situated 30 minutes from the city that does not have enough potable water for its community’s needs. The PTWP™ is equipped with clarification and sand filter technologies to treat 0.75 megalitres of potable water per day.

Upgrading Mshadza Water Treatment Plant

The second project saw Veolia upgrading the existing water treatment plant at the Mshadza Village, another remote village outside the city of

Mbombela. The existing 30-year old water treatment plant utilised older technologies that made it unable to meet the village’s growing potable water demands. In this installation, raw water was diverted from the old plant to Veolia’s new packaged PTWP™ where it used clarification, sand filtration and carbon filtration technologies to treat one megalitre of potable water per day.

Containerised solution for White River Country Estate

Similar to the Mshadza installation, albeit on a smaller scale, Mbombela’s White River Country Estate had an existing water treatment plant that was unable to meet growing demands due to its older systems and technologies. Veolia supplied a containerised water treatment plant that will treat 58 m³ /h of potable water for the Estate. It features clarification, sand filtration and carbon filtration technologies – all packaged into two containers next to the old plant.

Veolia’s Water Techno Packages are designed for ease of service and maintenance, which translates to fewer challenges for plant managers. Supplied since 2005, initially as made-to-order, customised plants, Veolia now supplies these plants as standard, off-the-shelf solutions. The benefit is even greater fabrication speed, with complete factory acceptance tested plants being produced in 10 to 12 weeks according to ISO 9001 quality standards from Johannesburg-based production facility.

The Mbombela water treatment plants are operated locally and Veolia remained on site to provide operator and best-practice training for all three installations. “This training is of vital importance to Veolia. It not only allows us to educate the community on best-practice water handling but, with proper maintenance and operation, these plants should provide a consistent supply of potable water for the next 20 years,” concludes Rooplall.



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“...these plants should provide a consistent supply of potable water for the next 20 years...”

Mechatronic drive system for bakeries

SEW-EURODRIVE (Pty) Ltd. is assisting the bakery industry in improving efficiencies and reducing its energy consumption by means of the introduction of its MOVIGEAR® mechatronic drive system. The drive specialist has enjoyed a longstanding relationship with Dale Spiral Systems & Bakery Automation (Pty) Ltd. of Johannesburg.

The main advantage of MOVIGEAR® is that the combination of servo motor, gear unit, and electronics are combined in a single unit that is highly reliable and hygienically designed. Apart from reducing start-up costs, it also plays a vital role in cutting total operating costs in an industry where pricing is the main factor, Dale Spiral Systems & Bakery Automation Operations Director Adam Sweeting comments.

Conditioning or cooling extends the shelf life of bread significantly, as well as limiting the weight loss during the process, with much less handling required than traditional systems. The Original Equipment Manufacturer (OEM) has evolved from supplying conveyor systems only to a turnkey solutions approach that encompasses all ancillary equipment, from ovens to provers, spirals, conveyors, mixing, and robotics.

"We have taken 20-year-old machines and reconditioned them to an 'as new' condition. Our extensive experience in this regard has allowed us to develop our own equipment that improves on existing systems, under ten different trademarks such as Bakermation, Coolermation, and Mixermation,"



Mechatronics from SEW can assist the price-sensitive bakery industry in reducing costs.

Sweeting explains.

The OEM initially approached SEW-EURODRIVE (Pty) Ltd. to supply drives for its conveyor products, including its own Blue Belt range in either acetyl or polypropylene. Teething problems with suppliers eventu-

ally resulted in Dale standardising on the German drives due to their reliability, range of power options, and ability to maintain a constant torque rating.

The drive to promote MOVIGEAR® in the bakery industry will allow the OEM to in-

crease its market penetration by focusing on refurbishing existing systems, many of which are out-of-date, and hence not equipped with the latest energy-saving and monitoring equipment. "While the initial capital outlay is perceived as the main

stumbling block for such a conversion, we educate customers as to the long-term benefits and the impact on total cost of ownership and return on investment," SEW-EURODRIVE (Pty) Ltd. Sales Representative Nick McKey stresses.

Energy-intensive industries such as bakeries and food and beverage plants are increasingly looking to reducing their energy consumption, which is where the one-fit MOVIGEAR® systems stands to play a major role. Features include a high overall efficiency of all components, from the motor to the gear unit and electronics, an optimised interface between the motor and gear unit, a permanent field synchronous motor, highly efficient gearings, smart control methods, IE4 (Super Premium Efficiency)

compliance, and a compact design and optimised housing.

Another major benefit of the MOVIGEAR® system is that any future automation that may be required can be integrated seamlessly. Additional options such as trouble-shooting and problem-solving can also be accommodated if need be. Bakeries often have limited space, which means that the reduction in cabling and smaller cabinets required by MOVIGEAR® is a major benefit.

The strong relationship between the two companies is testament to how SEW-EURODRIVE (Pty) Ltd. focuses on the specific requirements of a particular industry, focusing on the best products that can be used for a turnkey solution that is also modular and adaptable to future needs.

Dealer network expands north

SUPPLIER of high-quality portable construction equipment and compact machines, Wacker Neuson, has recently reached a milestone by bringing into the fold its first dealer in Limpopo Province, All Power and Lawn Equipment. The dealer agreement will be cemented during a celebratory event in Q1 2019 at All Power's Polokwane premises.

Established in 1998 as All Power and Lawn Equipment, the company's primary focus is on the farming sector and offers a comprehensive product portfolio including chainsaws, water pumps, industrial lawnmowers, generators and fire-

fighting equipment. Its new 1 250m² flagship store in Polokwane is supported by a team of eighteen employees.

The partnership will see Wacker Neuson expanding its footprint even further into the South African market and particularly in the Limpopo region, providing the ideal opportunity to increase volumes and bring the Wacker Neuson product suite closer to end-users in the region.

All Power's current Wacker Neuson range comprises generators and pumps as well as concrete, compaction and lighting equipment



Cordless tool range displayed

SOUTHERN African supplier Upat gave customers the opportunity to get up close and personal with its cordless power tool technology range at its 'Milwaukee Madness Demo Day' hosted at Upat's Marconi Beam office in Cape Town recently. Upat Product Specialist Werner Koch showcased a wide range of Milwaukee products, including the K2500 H breaker hammer, M18 FUEL™ table saw, M18™ large angle grinder, and M18 FUEL™ SDS MAX rotary hammer.

The new K2500 H breaker hammer is a 25 kg class breaking hammer ideal for heavy-duty concrete and rock breaking, which produces 64 joules of impact energy.

The Milwaukee M18 FUEL™ table saw delivers the power to rip cut at the same feed rate of an equivalent

AC saw, with the ability to cut 190 m of 19 mm OSB board on one 12.0 Ah battery charge. Rack and pinion sliding allows the fence to be adjusted accurately and easily from the front of the saw, giving 622 mm of rip capacity, while its 210 mm blade allows 63 mm depth of cut at 90°.

The M18 FUEL™ 45 mm SDS Max rotary hammer utilises proprietary M18™ and FUEL™ technologies. It is able to drill as fast as a corded SDS Max rotary hammer, and delivers corded durability and power, combined with the flexibility of the cordless M18™ battery platform.

The POWER-STATE™ brushless motor delivers 11 joules of impact energy for more demanding, heavy-duty applications, including dry coring and medium-duty chipping in

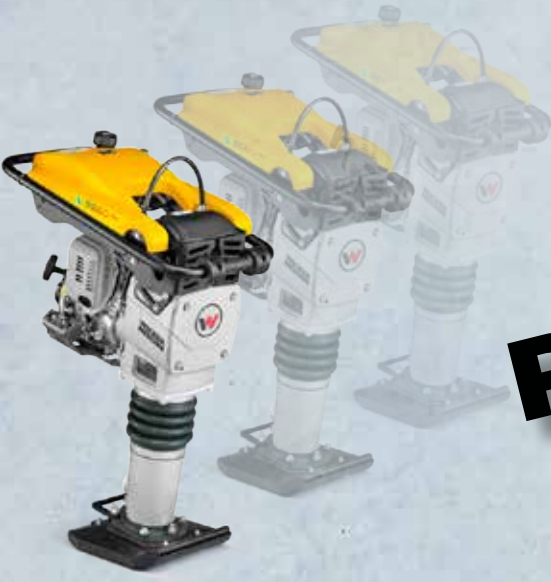
both concrete block and reinforced concrete.

The SDS Max rotary hammer is powered by the new M18™ REDLITHIUM-ION™ HIGH DEMAND 12.0 Ah battery pack, which delivers up to five times more run-time, provides for 50% more power, and runs 50% cooler.

Customers were also introduced to the ONE-KEY™ app. This is a digital platform for tools and equipment that allows users to customise, track, and manage their power tools.

The added benefit is that ONE KEY™ allows for a tool to be set up for specific applications.

The app, a free-to-use inventory management program, is available for download for iOS and Android devices.




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Class 0 oil-free versus technically oil-free air



L-R: Rand-Air's Sales Manager, Kim Coetzee and Mpho Ngamlane, Industrial Plant Rental Account Manager together with a ZT 315 VSD oil-free compressor.

"As a major supplier of portable power and air solutions in the country, Rand-Air is able to supply oil-free compressors which have a TUV Class 0 certification under the ISO 8573-1 standard. With this assurance, customers can have peace of mind that they are guaranteed 100% oil-free compressed air," explains Rand-Air's Fleet Manager Craig Swart.

The evolution of this stringent standard reflects the ever-increasing requirement for quality air for processes and end products. Class 0 is a more stringent industry standard where the total oil content is measured – not only aerosols and liquids but vapours as well – by the internationally recognised TUV organisation.

Rand-Air sources

its oil free compressors from Atlas Copco, the first manufacturer to receive Class 0 Certification for all its oil-free products.

"However, in the field of air compressors, there are two terms which need to be understood – Class 0 and technically oil-free," continues Swart. The latter term means that oil is injected into the compressed air and then removed afterwards using a filtration process.

This involves an oil separator in the compressor, coalescing filters to remove most liquid oil, and then an activated carbon filter to remove oil vapours.

With technically oil-free compressors, during the filtration process failures can potentially occur – for example, separators can break and

filters can become saturated. These factors are exacerbated when the operating temperatures are high. When using a technically oil-free system, there are also other issues to consider such as ensuring that filters are regularly changed, treatment of the condensate and higher energy costs.

"At Rand-Air, all our PT-, PN- and Z-range of compressors are Class 0 oil-free, TUV-certified and we have a range of oil-free compressors to suit most applications," he adds.

"So if your requirement is for oil-free compressed air, one has to ask: 'Why take the risk of potential damage to equipment or reputation?' A Class 0 oil-free compressor from Rand-Air is your optimal solution," Swart concludes.

New ZE 3 low pressure compressor

ATLAS Copco has expanded its range of low pressure oil-free rotary screw compressors with the addition of the new ZE 3. Specifically manufactured to operate in a broad spectrum of pneumatic conveying industrial applications, this low pressure oil-free rotary screw compressor ensures a continuous 100% oil-free air supply at the lowest life cycle cost.

"The ZE 3 low pressure compressors incorporate Atlas Copco's latest and well-proven oil-free screw element, a robust gearbox, and an IP55 motor which is completely enclosed for protection from dust ingress," affirms JC Lombard, Business Line Manager at Atlas Copco Oil-free Air Division. "Owing to the optimal process and cooling airflow design, the machines are protected

against extreme ambient temperatures."

Due to an innovative design, Atlas Copco has significantly reduced the total cost of the complete unit while further increasing efficiency by seven percent compared to the previous ZE 2 and ZE 3 models.

Flexibility is an important feature of the ZE 3 compressors. Its compact plug-and-play design makes the unit suitable for any type of indoor or outdoor application.

The new silencer design eliminates pulsation while the insulated canopy reduces noise levels and provides excellent protection for the machine in harsh working environments. This compressor targets the cement, gypsum, food & beverage, power, pharma and glass industries for applications such as conveying, bulk handling,



material handling and processing systems. It is also suitable for truck unloading, for example of cement or flour.

Additionally, customers have the flexibility to change the scope of supply. For example, Atlas Copco is able to deliver the compressor without motor or starter as requested. "We can also provide machines that are capable of operat-

ing at ambient temperatures between -20°C (suction 30°C) up to 50°C," states Lombard.

The ZE 3 compressors are built to ensure complete product safety. Every compressor is ISO 8573-1 Class 0 TUV certified, ensuring 100% oil-free air supply for critical applications with minimised risk of oil contamination to production processes.

Damage tolerance in hybrid bearings

New research by SKF could make hybrid bearings more cost-effective and reliable, paving the way for their use in a wider range of applications.

HYBRID bearings, which combine hardened steel rings with rolling elements made of high-performance ceramic materials, are an increasingly popular option for demanding applications. Bearings of this type can outperform conventional designs where high speeds, high temperatures or poor lubrication conditions are experienced.

Those characteristics have led to their use in jet engines and other critical aerospace equipment. Hybrid bearings also provide high levels of electrical resistance, making them useful in applications, such as electric motors and generators, where stray currents can damage steel bearing surfaces.

Ceramic materials

have many characteristics that make them ideal for bearing applications. Modern ceramics such as silicon nitride are hard, light and can be manufactured with an extremely smooth surface finish. Ceramic materials do have disadvantages, however. Despite continued efforts to improve their toughness, these materials can have issues with damage tolerance in the form of sensitivity to imperfections that may pre-exist in the material or on the surface, which will potentially endanger the integrity

of the ceramic rolling elements used in hybrid bearings.

To reduce the occurrence of such problems in service, ceramic bearing components are manufactured under extremely tight quality control, handled with great care during production and assembly operations, and inspected rigorously prior to release. That approach has created products that perform very well in service. But it also drives up cost, limiting the wider adoption of hybrid bearing technology.

Nitrogen depended production?

Atlas Copco is a reliable partner throughout the nitrogen generation process, supplying equipment from compressors to reliable (NG) nitrogen generators. The compact NG units produce cost effective, dependable, secure nitrogen on-site eliminating transport and bottling costs. The NG units can reach the exact required purity from 97% to 99.999%.

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Aluminium – a viable alternative for packaging

REACTING to a very vocal consumer market, as well as statutory and regulatory pressures that demand alternative, environmentally responsible packaging, marketing gurus and brand owners are gradually seeing the merits of circular economies of aluminium and tinplate packaging for their products.

“The world has undoubtedly shifted to a much more sustainable one, and metal packaging is finding itself on the right side of this equation,” says Kishan



Singh, CEO of MetPac-SA, the Producer Responsibility Organisation representing the aluminium and tinplate packaging industries in South Africa.

“Metal packaging definitely offers a viable, sustainable alternative and the metal volume slice of the SA Packaging Market is predicted to increase as a result.

“I believe that the SA Metal Packaging Industry is offering a proven, sustainable solution to the imminent penalty clauses that will no doubt be imposed by the Department of Environmental Affairs,” Kishan declares.

The Appeal of Aluminium

One of the aspects that makes aluminium packaging an alluring packaging option, is its very high collection and recycling rate.

“Aluminium cans has the highest recycling rate of all packaging materials. It is infinitely recyclable with little loss of the yield of aluminium. It is estimated that roughly 75 % of the aluminium ever produced, is still in use today,” he says.

The principal ore used for aluminium production is called Bauxite – a scarce natural resource that is imported from tropical

and sub-tropical areas such as the West Indies, South America and Australia where it naturally occurs. However, because aluminium cans are collected and recovered at such high rates, very little of this scarce natural resource, nor the water, energy or other resources used in the original production process, is lost.

Driving Material Recovery

Another factor that drives the successful collection and recycling of post-consumer aluminium cans the world over, is its economic viability.

“It makes financial sense to all the stake-

holders in the value chain to collect and recover as much aluminium cans as possible. Buy-back centres pay well for cans that are collected and brought in by collectors” Kishan explains. In SA, the combined recovery for tinplate and aluminium was recorded at 75.8% in 2017, benchmarking effectively against European recovery rates for the same materials, and MetPacSA is committed to driving this recovery rate to just over 80% over the next 5 years.

Versatility and Design

Because aluminium cans are very light, it reduces the transport

costs and CO2 emissions. In addition, they are stackable, physically strong and allow brand owners and packaging designers the freedom to be creative when it comes to sizes, design and colours that can be used for on-pack printing to attract the attention of potential buyers.

Affirms Kishan: “For brand owners, the ideal packaging must make sense on all the levels and should tick all the boxes – financially, environmentally and practically. Aluminium packaging offers a solution that is workable, easy to implement and makes sense on a financial and environmental level”.

Tough innings for Bowler

OTTERY-based plastics packaging specialist Bowler Metcalf strained in tough trading conditions in the six months to end December.

Bowler – which recently sold off its beverages investment in SoftBev – reported a 6% drop in turnover to R265 million from its core plastics packaging operations.

CEO Friedel Sass said the sale of the SoftBev investment meant sufficient liquidity was retained in the business for an intensified focus on the continuing operations. He said expansion

possibilities were being “actively pursued in consonance with the proven expertise and required alignment”.

Sass, however, highlighted that the core the packaging business had endured the combined negative effects of subdued sales emanating from poor retail performances and down buying as well as rampant raw material price increases (sometimes exceeding 20%) that were driven by foreign exchange rate volatility.

Sass also highlighted the effect of the “most protracted and violent

industrial action yet witnessed in our industry”.

He explained the NUMSA led industrial action in the industry had affected various plastics converters and their customers in different ways.

“Despite various contingency measures taken by the business, the situation was costly and challenging beyond normal business management demands.”

Sass said Bowler’s Gauteng plant was particularly affected by unprecedented regional levels of violence and intimidation.

“The stalemate in negotiations leading to the excessive duration of the strike sets an uncomfortable precedent from an employment and an investment perspective. It can only be wished that the actions have the result of a constructive labour and business partnership for the good of the plastics industry and its employees in the long term.”

Looking ahead, Sass stressed Bowler’s packaging business remained focused on profitable niche products within the FMCG



(fast moving consumer goods) markets.

Of course, Bowler’s performance should be seen in context of other niche plastic packaging firms. Transpaco reported turnover up to R659 million (previously R639 million) in the six months to end December, but profits were down markedly at R28 million (previously R52 million).

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Safety at heights – a theme at A-OSH EXPO

A-OSH EXPO 2019 once again showcases best of working at heights sector

ACCORDING to research company Fitch Solutions, the South African construction industry is expected to emerge from its recent recession during 2019, and even though growth is only forecast at 2.4% for this year, it does mean that the sector offers some hope in an economy that is struggling to find its feet overall.

“it is sadly far too easy to find examples in the news of tragic accidents...”

“The construction industry is showing that it is poised to turn a corner in 2019,” says Sven Smit, portfolio director at Specialised Exhibitions Montgomery, which is once again running A-OSH EXPO - Africa’s largest occupational health



Working safely at height – Photo credit: Sandton Times.

and safety (OHS) expo - at Gallagher Convention Centre from 14 to 16 May this year. “While the construction industry remains volatile, we do still see some hopeful signs coming out of this sector overall. Against this background, this year’s annual A-OSH EXPO, which turns nine in 2019, will showcase a

number of prominent exhibitors that are involved in construction safety, from personal and protective equipment to all the equipment necessary for working at height in a safe manner.”

Smit notes that working at height is an occupational hazard of the construction industry, whether an employee

is driving a crane high above a site or working on scaffolding.

“Year in and year out,” he says, “it is sadly far too easy to find examples in the news of tragic accidents that have taken place while people were working at height, both in South Africa and around the world. And yet so often, just by follow-

ing correct procedures and using the right equipment, such incidents can be avoided. For this reason, we always have great interest from our visitors in the working at heights exhibits and safety features that are offered at AOSH EXPO.”

Smit adds that, in addition to various key exhibitors in this

area, A-OSH EXPO will this year once again be offering the PASMA Working at Height Theatre, which will present content through all three days of A-OSH EXPO. The PASMA Working at Heights Theatre also offers an opportunity to gain Continued Professional Development (CPD) points with the South African Institute of Occupational Safety and Health (Saioh).

“The PASMA Working at Heights Theatre provides a dedicated height safety hub for delegates to access expert speakers and live demonstrations, and is a strong annual drawcard. It’s organised by PASMA, the international not-for-profit authority for the mobile access tower industry, which is also joined by various organisations to cover a range of topics.

“If you are involved

in the construction industry, whether as part of a small business or as a member of a large organisation, A-OSH EXPO has something to offer you from a workplace height safety perspective, both through our exhibitors as well as the excellent free seminar content on offer,” he concludes.

As an additional bonus, A-OSH EXPO 2019 is co-located this year with two other shows: firstly, Securex South Africa 2019, Africa’s biggest security trade show, now in its 26th year, and secondly - for the first time - the Facilities Management Expo 2019, the show that brings together all aspects of facilities management, is also co-located, thereby bringing you access to the entire supply chain under one roof – and all at no charge. Find out more at www.aosh.co.za

Securex South Africa 2019

WITH the aim of transforming the African security landscape, Securex South Africa 2019, the continent’s leading security and fire trade exhibition, will take place at Gallagher Convention Centre in Johannesburg from 14 to 16 May this year.

Securex will be once again co-located with A-OSH EXPO, Africa’s leading occupational safety and health trade exhibition, as well as – for the very first time – Facilities Management Expo 2019, the show that brings together all aspects of facilities management.

Highlights of Securex 2019 will include a Cybersecurity Pavilion, sponsored by 4Sight Holdings, which will bring a zoned-in focus to the state of cybersecurity in South Africa, looking at the steps businesses are taking to confront the growing threats and at how companies are helping them protect their valuable business data.

Also on the agenda is the Vapor Wake K9 Law Enforcement demo area, where Vapor Wake K9 SA will showcase the Vapor Wake method of training working dogs in



the detection of explosives and other illicit substances – the first organisation outside the US to offer this advanced type of canine technology.

Having three shows under one roof equates to exposure to more than 300 exhibitors covering the entire value chain. Visitors will also have access to five free-to-attend seminar theatres across the three expos, including the popular Securex seminar theatre, dedicated cybersecurity Pavilion, the PASMA Working at Height Theatre and Saioh seminar theatre (powered by Saioh and Sapema) situated in the A-OSH hall, and a focused facilities management stream within the FM Expo area.

The Fire Protection Association of South Africa (FPASA) will once again hold its one-day InFIREs workshop alongside Securex 2019, catering for insurance technical staff and providing feedback on FPASA projects. The South African Intruder Detection Services Association (SAIDSA) will also run its Techman competition at the show this year, where SAIDSA-certified technicians will compete against one another in a practical challenge.

In addition, expect to see the hottest new security products showcased within the official Securex New Product Display area!

Visitors can register for free attendance by visiting www.securex.co.za.

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The Power Hub opens

THE Power Hub, a 15 355m² facility, represents a substantial R350 million investment, houses the Cummins Southern Africa Regional Headquarters, the Master Rebuild Centre (MRC), Africa Learning Centre and Gauteng Operations. The Managing Director of Southern Africa, Ms Racheal Njoroge commented: “We are extremely excited to officially launch our new state-of-the-art facilities. The architectural layout has been optimally and uniquely designed, adopting the Cummins Smart Office Concept (CSO) to create a space that

enhances internal collaboration, encourages engagement and thereby accelerates a solution-orientated approach. Employees and customers alike will appreciate the value these premises will bring to their Cummins experience. As always, we are driven by a customer-centric outlook to provide quality performance and service el-extraordinaire.”

The central hub, providing power solutions for customers across the Southern Africa region, brings together a host of Cummins technically advanced expertise from mining, power systems, automotive and

technical training. Additionally, the facility provides the latest cutting-edge technology to meet industry needs: a 3 500hp AVL Dyno Test Cell that will test some of Cummins largest engines to full power; a precision-driven spray booth large enough to accommodate the most powerful Cummins engines’ paint applications and an environmentally advanced water purification plant, an efficient waste water treatment system which recycles 80% of water used in the Master Rebuilt Center. The Power Hub also launches new progressive build processes that

substantially reduce the overall build time whilst improving quality output. The facility, being a part of the Cummins Distribution Business Unit, also focuses on sales and aftermarket servicing. The MRC continues to be a focal point of Cummins support to the mining industry, providing rebuilt engines to ensure customers can enjoy a reliable and consistent supply of engines for uninterrupted operations. The Cummins Smart Office design encourages improved collaboration and innovative thinking amongst employees.



Tom Linebarger, Chairman and CEO of Cummins Inc. cuts the ribbon at the unveiling of the company’s state-of-the-art Power Hub facility in Waterfall City.

Supply chain excellence



The new warehouse with high visibility through natural and artificial lighting.

AS Weir Minerals Africa’s hub for central and east Africa, the newly upgraded Kitwe facility in Zambia is offering customers world class supply chain efficiency.

The branch officially opened in early 2018 and boasts a state-of-the-art logistics and supply chain management systems to match those at the company’s main distribution hub in Alrode near Johannesburg.

“Our Kitwe branch now has a 100% location-controlled warehouse that runs off our enterprise resource planning (ERP) system with Wi-Fi-enabled scanners in place. This has resulted in the achievement of inventory accuracy rates in the high 90s,” says Luhann Holtzhausen, Weir Minerals Africa supply chain director. “The technology and technical capacity in this facility enables us to pick and bin items

in real time. This will match any other system that customers may have seen globally and is also a benchmark within Zambia.”

The new warehouse is all under one roof, with high visibility through natural and artificial lighting, where every product is clearly labelled with bin location and barcodes for easy tracking. Shelving of up to three metres high keeps all items neatly stacked, easy to identify and quick to retrieve.

“The right goods in the right quantity in the right place means that when a customer asks for an item, we know that we have it and can find it without delays,” he says.

As part of the company’s operation-wide system, the stockholding of the Kitwe warehouse can be viewed in real time by the supply chain management team in Johannesburg. Holtzhausen emphasises the importance of the ERP system’s ability to track trends in customer usage in a systematic and methodical manner, to avoid any stock-outs on mine sites. Particularly at remote mines that take time to reach, lack of timeous access to spare parts and equipment can be costly in terms of operational downtime.

“In addition to the high accuracy of our data on warehouse inventory, our systems also give us end-to-end velocity measurement to monitor the flow of goods from receipt at our warehouses to the actual time of delivery at the customer’s location,” he says.

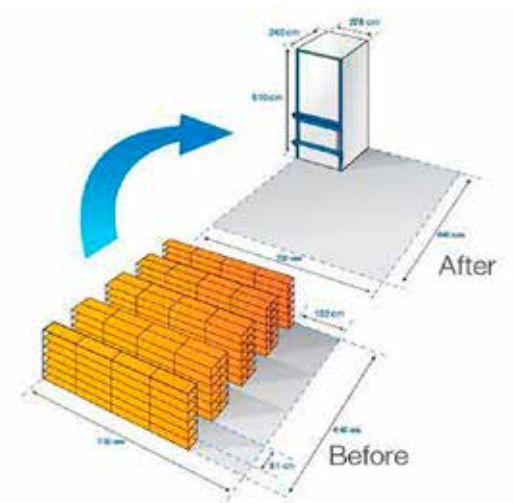
Weir Minerals Africa has 75 stocking locations across the southern and central African region, and ships nearly 100 000 items each year from its main distribution hub in Alrode near Johannesburg.

ACROW – authorized Kardex Remstar distributor

ACROW have been appointed as the authorized Kardex Remstar Distributor, with geographic distribution exclusivity for the Western and Eastern Cape in South Africa.

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OPINION

Why do some intellectuals ignore evidence?

Continued from back page

All this was known by intellectuals in Britain, France, Germany, Italy Spain and the United States the 1930s. Yet none of this evidence made a dent in their rigid ideology. They continued to believe and persuade others to join their secular crusade.

To be fair, some woke up when Russia invaded Hungary in 1956. A few more blinked when Russia sent tanks into Czechoslovakia in 1968.

Today, a new bunch of highly intelligent people have been infected with the Marxist virus, and a new country where in 1960 the Castro brothers Fidel and Raoul promised freedom and democracy when they took power. Half a century later Cubans were still waiting for a free election in which more than one party is allowed to campaign. Now that Fidel is dead and Raoul is too old to rule there are attempts to extricate Cuba from the dead hand of Marxism. Good luck with that.

Eastern Europe suffered under communism much longer. Made up of all the countries that were conquered by the Soviet Union during the Second World War, they endured massive bureaucratic inefficiency and waste. In all of them life expectancy declined and infant mortality rose. And of course all had secret police monitoring everyone's thoughts and behaviours backed up with a political judiciary that handed out prison terms or death sentences.

India had a go at socialism and for 40 years after gaining independence it failed dismally to improve the lives of its citizens.

Instead they got more poverty not less, an enormous bureaucracy and the decay

of what infrastructure the British bequeathed them.

When the Indian leadership fell out of love with socialism it experienced a massive boom and the creation of the largest middle class in the world.

If this was a soccer game, it would be Adam Smith 10; Karl Marx 0. One wonders Marxist intellectuals have been watching. Clearly not India.

The latest and biggest demonstration that communism comes a poor second to free market system is China.

For decades after the communist takeover in 1949 the Chinese people remained poor as church mice. When capitalism was grudgingly allowed the result was a 40-year economic boom that lifted millions out of poverty.

The Chinese still lack liberty or democracy. Missing still is a free press, free speech, free elections, an independent judiciary, or a representative parliament.

Today the latest experiment to create the perfect Marxist state to be tried and is now spectacularly failing is Venezuela. As usual Marxist intellectuals proclaim it a success against all the evidence.

Once the richest country in South America with a flourishing economy, Venezuela is now the poorest on the continent with large numbers of its citizens desperate for food and its paper currency worth less than a sheet of toilet paper (if you can find any).

In The Road to Serfdom, the Nobel Laureate F. A. Hayek said, "Rather than empower the common man, socialists believe in empowering bureaucracy. In their minds, bureaucrats will always make decisions based on science and dispassionate reason—and make sure those

decisions are implemented and enforced efficiently.

It's an elitist, intellectually arrogant belief, and it's dangerous".

If Marxist intellectuals came down from their self-sealed ivory towers and sought to opinions of ordinary people, they might get a sense of reality. If they did not in general had more of a sense of humour than a boiled egg they would gain much from listening to anti-communist jokes told by the workers who are the unfortunate subjects of the great Marxist experiment.

These jokes blast more than chink in the intellectual armor of self-satisfaction and virtue.

Downtrodden people in communist countries risk prison for telling jokes at the expense of the regime. One of the best from the old Soviet Union is this:

"Granddaughter, please explain Communism to me," an old Russian woman asks her granddaughter. "How will people live under it? They probably teach you all about it in school."

"Of course they do, Granny," her granddaughter responds. "When we reach Communism, the shops will be full – there'll be butter, and meat, and sausage...you'll be able to go and buy anything you want..."

"Ah!" exclaimed the old woman joyfully. "Just like under the Tsar!"

For the record: Tsarist Russia was terrible in many respects but as the old lady recalls, communist rule was worse.

Communism is not really a laughing matter but for more good laughs about life under communism click on this:

<https://www.equities.com/news/a-look-at-some-of-the-best-jokes-about-communism>

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5 examples of devices displaced by the smartphone

By Ernst Wittmann, Global Account Director MEA & Country Manager – Southern Africa, at TCL

MOBILE phones were originally created to enable us to take and make phone calls on the go. Today, however, voice calls comprise a small part of the functionality that most of us use on our smartphones. Indeed, more and more people don't even answer their mobile phones unless it's someone they know, but rely on their mobile device for just about everything else in their day to day lives.

Recent research from the World Economic Forum paints a picture of how deeply embedded smartphones are in our day-to-day routines. The survey of 8 000 people from eight countries found that 50% of respondents are now more concerned about forgetting their phone than their wallet and only 14% of people still use smartphones purely for calls and messaging.

Here are some examples of tools and technology the smartphone is displacing:

1. Digital cameras

We've come a long way since the two megapixel phone cameras of the feature phones of the mid-2000s. Today, it's not unusual to find eight or even 12 megapixel cameras in a moderately-priced smartphone, alongside advanced features such as HDR and wide-angle. The quality is good enough for most casual snappers, especially given that most photos are taken to be shared on social media.

The result is that smartphones have impacted sales in the entry-level camera market which dropped by 17% and the Digital Single Lens Reflex (DSLR) market by 33%, in the fourth quarter of 2018.



2. Standalone navigation devices

In the early 2000s, standalone GPS navigation devices were evolving from expensive toys to mainstream products. But the integration of GPS navigation and powerful mapping applications into smartphones towards the end of the decade meant that the growth of the market was not meant to last. Just a decade later, most people prefer to use their mobile phone to get around and the personal navigation device has become a niche product.

3. Fixed-line telephones

According to the World Bank, global fixed-line subscriptions peaked at 1.25 billion in 2009, then started to decline. By the end of 2017, there were less than one billion fixed-line subscribers in the world. By contrast, there were nearly 7.7 billion mobile subscriptions worldwide by the end of 2017. Rapid deployment of mobile networks and adoption of mobile phones in emerging markets mean that many people in Africa, Asia, Middle East and Latin America will probably never get a fixed-line service. And even in the rich world, many people would perhaps not bother with a fixed-line tele-

phone if was not bundled with their fibre Internet service.

4. Portable music players

Remember portable MP3 players? Like personal navigation devices, they were a growing market for a while in the early to mid-2000s. Today, you can still buy a portable music player if you are looking for a cheap and durable alternative for hiking or if you listen to a lot of music and want to preserve smartphone battery life. But most people today find a smartphone and an app like Spotify or Google Play Music more than adequate for their needs.

5. Gaming consoles

The gaming console and PC market has so far proven resilient in the face of the mobile device onslaught, especially among the hardcore gamers who prefer a dedicated controller and more processing power to render high-quality graphics. But things are shifting with Microsoft, Google, Sony and others looking to turn games into a cloud streaming service similar to Netflix or Spotify. What's more, many of the world's most popular games are already on mobile devices.

According to the WEF research, only about one-fifth of respondents have tried using their smartphones for smart home devices or connected security systems but more than 40% plan to try these services soon. Thanks to voice assistants, it could become increasingly rare to even use a keyboard. In fact, if WEF had done the same research in five years' time, you can bet sure that way more than a third of respondents will describe the smartphone as their entire life.

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Bring on the magical mystery vote

On 8 May we will line up for that great ritual of democracies all over the world – we will choose our government by means of a free and fair election. This is what defines democracy, right? On the contrary. Elections are also held with loud fanfare in dictatorships such as Cuba and kakistocracies like Zimbabwe and Venezuela (much admired by the EFF and loudly praised by members of a current ANC freebie to that country). Where does South Africa fit in? Of course we like to think that we are the poster girl for democracy after that great example we set the world with our long voters' queues.

The story is a heroic one, we tell it often and we believe it. When the odd contradiction creeps in – such as South Africa being one of only three countries supporting dictator Nicolas Maduro in the UN Security Council – we prefer to ignore it. South Africa is a miracle democracy and Pres. Cyril Ramaphosa will sort the mess out, finish and klaar.

Fact is, our miracle baby has grown into a delinquent adult. So, let's take a step back. What really happened in 1994? Here are the facts as chronicled by Dr Anthea Jeffery in her book *People's War – new light on the struggle for South Africa* (2009: Jonathan Ball).

The Independent Electoral Commission (IEC) had only four months to prepare for the country's first inclusive election, but countered that with the message, "We are ready, are you?" As one of its multitude of jobs, 180 000 electoral officials had to be appointed and trained. Ten days before the election IEC chairman Judge Johann Kriegler admitted that until then only 20 000 had been appointed. Yet he remained upbeat about sorting out the other 160 000 in the remaining week or so.

The Inkatha Freedom Party (IFP) was included six days before the election. The ballot papers were already printed and 80 million IFP stickers now had to be distributed to 10 600 polling stations. The party joined up when it was promised that outstanding issues would be addressed after the election by means of international mediation. (Once it won the election, the ANC simply ignored this agreement.)

On April 26, the first polling day, millions of voters formed those long queues which became a symbol of our nation's freedom. Many voting stations did not open at all. Others had severe shortages of ballot papers, or the special ink to mark voters' hands, or the ultraviolet light to detect the ink, or the IFP stickers. Chaos reigned and continued to do so on April 27. The IEC convinced government to declare April 28 a public holiday too and in many areas voting continued on April 29. By then some polling stations still had not opened, but the IEC said enough was enough.

There was no voter's roll, at the ANC's insistence. It also insisted that people could vote where they wanted, not necessarily where they lived. As a result, it was completely legal to bus voters to marginal areas. In southern Natal, for instance, the number of votes cast was more than double the estimated number of the local population.

The ANC also insisted that all kinds of obsolete ID documents could be used and that people without even those should get temporary voter IDs. The NP government objected at first, saying proper documents could easily be issued in time, but later it folded. As a result, it was easy to vote more than once and to vote if you didn't qualify.

More than 3.5 million temporary IDs were issued, many to "voters" as young as 14.

A computer that could produce a temporary ID every three minutes was stolen from the Department of Home Affairs. A police investigation found that almost 40% of all SA passports issued in the 16 months to March 1994 had been obtained by fraud. It concluded that "millions of foreign nationals had fraudulently obtained South African identity documents and had also received voter cards for the general election – and this would affect the election result".

The safeguard of special ink and ultraviolet light broke down widely. People who had evidently placed their hands in bleach and admitted doing so, were allowed to vote.

Election officials were by and large recruited from ANC supporters and activists, to the extent that supporters of other parties were scared away. Many cases of intimidation by IEC officials were documented.

At numerous polling stations, particularly in Kwazulu-Natal (KZN) and the Witwatersrand – where the IFP had strong support – the IFP stickers simply did not arrive and ballot papers were issued without them. After the election millions of unused IFP stickers were found in IEC warehouses. Voters were told they could write "IFP" at the bottom of the form and add a cross next to it, which was no solution for the 60% of voters in KZN who were illiterate. Not to worry, the IEC indicated that such papers would be regarded as spoilt.

Then came the counting.

On day one, April 30, a vital safeguard against fraud was scrapped: the number of ballot papers issued to a polling station would no longer be reconciled with the number of votes cast there. It's simply not possible, said the IEC: presiding officers had not kept proper records and, anyway, some 10 million additional ballot papers were printed without serial numbers.

Many ballot boxes arrived at counting stations open or loosely closed. Other votes did not arrive in the boxes at all, but in bags or sacks. At the Nasrec counting station in Johannesburg, a bag with thousands of used ballot papers was found uncounted on May 5, as was a vehicle loaded with similarly uncounted papers.

The result of some 1.1 million votes cast in Pretoria was lost in transmission to IEC headquarters, so the count had to be redone – and the Freedom Front lost 147 000 votes in the recount.

When boxes from Mdantsane in the Ciskei were opened, the ballots inside were carefully bundled together.

Soon all the major parties, including the ANC, were warning that the massive irregularities could cast doubt on the election. ANC leader Nelson Mandela blamed racism as, according to him, problems were experienced only at stations where blacks were voting. NP leader FW de Klerk said the real problem was that the IEC was "loaded in favour of the ANC at certain levels".

Counting was supposed to be over by May 2, but on May 3 the IEC announced that everything had come to a standstill because its computer system had been hacked. Nonsense, said the IFP, the real reason was that some IEC officials could no longer tolerate the "massive rigging of votes ... in favour of the ANC".

As counting and controversy dragged on, the leaders of the then government and of

the future government began to realise they were facing the unthinkable: a failed election. Instead of the great democratic miracle, South Africa was facing humiliation on an international scale and, at home, worsening conflict and death.

That is when they decided to negotiate again, this time not about elections but about the result. Earlier the NP had demanded of Kriegler that irregularities be rectified before a result is announced, and he urged them to reach an accommodation with the ANC instead. Now De Klerk, Mandela and Kriegler met to find a solution. According to a government source, they "decided that free and fair elections had to be declared, come hell or high water".

Publicly, the leaders began to calm the waters. Now both the NP and the ANC said they were convinced the elections were free and fair. And so they settled on the result duly announced by the IEC.

Why do some intellectuals ignore evidence?

LEFT-WING intellectuals – especially those in sociology departments – never fail to astonish with their ignorance of history and disbelief in things that stare them in the face.

Such people are certainly not dumb as this would suggest. On the contrary, many have fine intellects and doctorates from the world's best universities.

It must be the sociology curriculum. How else can so many continue to insist and teach, despite the overwhelming evidence from countries around the world, that Marxism has never been practised properly? It is a perfect system, they still insist. Despite the chaos, starvation and tyranny where Marxism has been tried, they claim there is only slight evidence that the theory is flawed. Instead they allege the experimenters have failed to carry out properly the Marxist idea.

These high-powered intellectuals admit that Russia tried for 70 years, but say it failed only because of Stalin. What a neat way of ignoring the Ukrainian famine where the Communist Party had to put up posters saying, "Remember it is not permitted to eat your children". Six million Ukrainians starved to death because Marxist theory said that as some peasants were slightly better off than their neighbours they had stolen their "wealth". "All property is theft" the Marxist textbooks said, so it was "unfortunate" that the richer peasants had to be wiped out.

It reminds one of the ruthlessness of the Spanish Inquisition when those deemed heretics were burned at the stake because "the fire would rescue their souls". So convinced that this was right, the Christian executioners prayed while they lit the fire.

Indeed, there is much about Marxist Leninism that is common with dogmatic religion. For example, It has its saints

OPINION

ON THE CONTRARY



Pieter Schoombee

Judge Kriegler declared it "beyond review or appeal".

He resigned as IEC chairman before the next election.

This time all will run smoothly, of course. At least no mile-long queues. And remember, your vote counts!

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THE OTHER SIDE OF THE COIN



Keith Bryer

whose images are carried aloft in processions of faith.

It has its own Bible in Das Capital written by Karl Marx in a German that ironically is unreadable to most of the believers who rely instead on commentaries by Marxist high priests. Rather like the early Christian church when access to the Bible was restricted to the priests.

Marxism has martyrs too, like Che Guevara whose claim to the honour seems partly to be based on his onetime supervision of the mass executions of anti-communist Cubans in a Havana baseball stadium. He also qualifies because he is dead, betrayed by his old buddy Fidel who sent him on a suicide mission to Bolivia.

Besides this remarkable similarity to 12th century Christianity in Europe, Communism bizarrely claims to be rational, calling itself "scientific socialism".

However, the results of applying this theory to the real world has been catastrophic. It has led in every case to economic stagnation and universal poverty – except of course for the communist party bosses who live like feudal lords together with their army of bureaucrats who treat people like ants in anthill.

The Soviet Union produced a police state, forced labour, banishment, political trials, firing squads, and shortages of everything except Kalashnikovs (AK47s) – food, clothes, shoes, toothpaste, soap, and bathplugs, lightbulbs and many more too numerous to list here.

Worse, under the dictator Stalin who tried and failed to qualify as a priest, 25 million people died by some estimates. Famine alone on a scale not seen for millennia killed six million Ukrainians in the 1930s.

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