

## Plasma treatment for water

Hope for advanced purification.



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## A lift for Chilean hydroplant

SA expertise exported.



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## Recycling PET

PETCO report 6% improvement.



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# Fruit exporters get state of the art cooling facility



Aerial view of the new SAFT Atlantic Hills cold storage facility.



Fruit destined for export transferred to reefer containers from cold rooms.

THE month of June saw the commissioning and opening for business of the latest cold storage facility from SAFT (Southern African Fruit Terminals) a subsidiary of the Belgium owned SEA-invest Group.

The 5 500 pallet capacity facility occupies 17 105m2 under roof on one section of a 70 120m2 site in Abland's rapidly developing Atlantic Hills Business Park, situated on the Potsdam interchange giving direct access onto the M12 and M13 and immediate access onto the N7. The remaining portion of the site is for future expansion.

"This location provides easy access to Cape Town Harbour and our other facilities in Killarney Gardens and Paarl, but most importantly for farmers and co-ops transporting fruit for export.

"The fruit destined for export is directed to the Atlantic Hills facility from all parts of the country, not just the immediate locations in the Western Cape" explained managing director Ockert Henning.

"This new investment is the latest initiative to capture a sizable portion of the cold storage business of the rapidly growing fruit export market. Our Killarney Gardens facility (4 200 pallets) opened in 2014 and we upgraded the Paarl facility three years ago to increase capacity to 5 600 pallets". Together with its Bayhead facility in Durban, SAFT has a combined refrigerated storage space of around 20 000 pallets.

"As with our other sites, SAFT Atlantic is a state-of-the-art refrigeration facility

specifically designed to protect the cold chain integrity and to load perishables into containers destined for export markets. We build this cold store taking our existing clients' needs and growth potential into consideration. The facility is ideally designed to cater for specifically subtropical fruit, citrus, grapes, stone fruit and pome fruit" he said.

### Meeting the demand

The new SAFT Atlantic facility provides the following services:

- Total capacity of 5 500 pallets
- Steri capacity of 2 800 pallets
- Container Loading Bays: 20 (airlock loading)
- Container plug-in points: 20
- 34 Forced Air-cooling Tunnels
- 5 Cold room of 550 pallets capacity each (pre-cool with racking)
- 2 Airlocks for loading and offloading already chilled product
- 2 Phytosanitary Inspection facilities
- Undercover offloading areas

### Cold Steri Precooling

All shipments are pre-cooled according to DAFF/PPECB guidelines to meet the sterilisation requirements of the destination countries. Fruit for these shipments are monitored via a computerised system throughout the entire process, backed up

by staff on duty 24/7, giving full traceability while under constant monitoring. The loading of each container destined for a Steri market (USA, China, Israel, India, Reunion, Indonesia, Nigeria, Thailand, Taiwan, Jordan, Madagascar and Sri Lanka) is supervised by a PPECB (Perishable Products Export Control Board) inspector.

In addition, inspection facilities are provided for PPECB and inspectors from destination countries who inspect outgoing shipments on-a-daily basis at this 24/7 facility.

"Demand for cold store services follows the seasonal fruit cycle and our current staff of 70 staff members is supplemented at periods of high demand from nearby communities such as Du Noon. We have created an additional 50 job opportunities with the new facility and we have been able to accommodate staff from our Port operation which we are in process of closing" said Henning.

### Dependable utilities

Operating a 24/7 cold store, particularly one the size of Atlantic Hills, requires dependable electrical and water supplies and to cater for unexpected outages, SAFT has installed three standby generators able to provide continuous power for the site's energy hungry evaporative cooling plant. "Work have started on a 1 440 kWp solar

Continued on P10

## Toughest firefighters drive pink



Firefighters from around the country flexed their muscles at the annual Toughest Firefighter Alive competition recently. The City of Cape Town's Fire and Rescue Service hosted 106 firefighters in what has become the country's premier firefighting challenge. The tough men and women also show their softer side when a pink firefighting vehicle was unveiled.

The Toughest Firefighter Alive is a two-day competition being held at the Roeland Street Fire Station in which 106 contenders from around the country battle it out for the title of being South Africa's Toughest Firefighter Alive. The sixth running of the event saw the City of Cape Town's Baigum Abrahams win the female category for the second year in a row, while Emile Conrad from Eden District walked away with the title for the fifth consecutive time. Firefighting is a physically demanding job and this competition tests every aspect of what is required of them on a daily basis. South African firefighters are up there with the best and have proven themselves on the international stage. There is no doubt you have to be tough to be a firefighter and there are no losers. Congratulations Emile and especially our own Baigum who pipped the others to the post," said the City's Mayoral Committee Member for Safety and Security, Alderman JP Smith. Firefighters were tested on their fitness, endurance and skill set and have to complete a number of challenges in full firefighting gear, including a hose drag, obstacle course, tower ascent and an 800 m run.





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# Bowler bends not buckles

OTTERY-based plastics packaging specialist Bowler Metcalf will need to be as flexible as possible to stretch profits through a particularly lean trading period.

In the year to end June, Bowler's turnover was pressed down 6% to R536 million with profits from the core plastics packaging operations down 7% to R57 million.

So tough is the task at hand that long serving chairman Brian Frost has delayed his retirement.

Frost was set to retire during the course of the last financial year – was convinced to re-consider and stay aboard while Bowler settled “this stabilising phase in our business cycle”.

While the core Cape Town operations appears to be ticking along, the company's business was badly disrupted in the year to end June by a serious plastics industry strike

in Gauteng.

Worryingly, Frost noted: “The extent and serious nature of the strike, particularly in Johannesburg is not generally known and understood. The personal safety of our staff was constantly under threat. Our trucks were attacked and our factory petrol bombed. Customer deliveries were made under armed escort.”

Frost admitted the financial year ahead would be very challenging. But he maintained that the “capacity, mood and spirit in the company to do what is required to keep the company where it belongs gives me great optimism for the future.”

Bowler CEO Friedel Sass noted that aside from the crippling strike, the group also faced loan shedding disruptions, a R4,7 million tank write off, unrecoverable material price surges and a deflated order book.

Sass added: “The volatility of the South African manufacturing space is likely to remain a regular occurring part of our life for a few years to come.”

“The volatility of the South African manufacturing space is likely to remain a regular occurring part of our life for a few years to come.”

He stressed that this was where a new level of smartness must be the order of the day.

Sass pointed out that during the past quarter, the business has stabilised at a lower base to prior year after a significant reframing of the cost base of the business.

“The key objective is growth, mainly organic and with partners valuing the integrated supply chain. Strategically we are well entrenched in the personal care,

chemical and food packaging sectors.”

On a broader scale, Sass acknowledged that plastic raw material usage worldwide had continued to grow at approximately 4% annually since 2008. “Globally this trend is not forecasted to change materially in the foreseeable future. For the environment this poses significant challenges and it is with relief that I have evidenced an increased awareness by consumers and brand holders in our country to become purposeful in influencing consumer behaviour.”

He said this had led to noticeably increased product discussions embracing the principles of “Reduce, Reuse, Recycle”.

Sass argued that within this development lay an opportunity to invest in research and development (R&D) to be part of and influential in this consciousness

move.

Notwithstanding the significant challenges facing the South African business and social environment, Sass said he remained cautiously optimistic for the medium term prospects of this country. “Our business has been presented with numerous opportunities in recent months and there have been some encouraging developments.”

He said each opportunity had been scrutinised carefully. “We have made progress in firming up on investment requirements.”

He reiterated that Bowler – now cash flush from the sale of its major stake in beverages business SoftBev – would channel investments into the re-capitalisation of equipment and moulds, to build specialised capacity in a changing market, for R&D in value add propositions and to extend infrastructure in buildings.

# Profit waves at Waterfront

THE V&A Waterfront – arguably South Africa's most iconic mixed use precinct – defied the dour economic conditions to increase net property income 11% to R657 million in the year to end June.

This was disclosed in the annual financial statements of 50% shareholder Growthpoint, which reported a solid demand for retail space with renewal growth of 3.7%.

Growthpoint said the V&A showed retail sales and density growth for the first six months of 2019 of 4.5% with footfall stable at 26 million.

There was also strong demand for P-grade office space with vacancies low at 1.8% compared with the Cape Town CBD benchmark at 11.3%.

Growthpoint highlighted positive renewal growth of 5.2% with the Dock Road Junction fully let to Spaces and the new flagship Apple Store.

Growthpoint believed 1 200 parking bays at Battery Parkade would facilitate the future growth of the office sector with the 8 500 metre square head office for Deloitte progressing well.

But Growthpoint noted that turnover rental levels were lower for both hotels and retail on the back of Day Zero (Cape Town's severe water restrictions in 2018).

The residential to-let portfolio was stabilised with vacancies at 12% compared with a 15% market average.

Growthpoint reported that 2018/2019 cruise season was a good year with 66 000 passengers and a 16% increase in the number of vessels.

In this regard, the recent departure of Premier Fishing for new premises has opened a development opportunity along the quayside.

Growthpoint said the cruise liner terminal



phase three development would include a food incubator offering coupled with industrial style office in 2021.

On the hotel side, Growthpoint said V&A properties maintained their premiums compared to Cape Town CBD hotels. Occupancy and average room rates reverted back to 2017/2018 levels post the water crisis.

But Growthpoint cautioned that crime and violence in South Africa were not supportive of tourism.

Looking ahead,

Growthpoint said recent development had at the V&A had focused on bulking up the Canal District and prioritising the Pierhead District. “The Granger Bay masterplan is work in progress which will be the next area of focus. We will continue to look for opportunities to enhance earnings, increase bulk and densify the precinct.”

New developments at the V&A might be viewed more attentively after a recent research report con-

firmed the precinct's status as an economic powerhouse.

The research report estimated that in 2018 the V&A's contribution to direct GDP (gross domestic product) was R9.3 billion and a hefty R31.5 billion to total GDP.

The report also estimated that cumulative contribution since 2003, was R76 billion to direct GDP and R255 billion to total GDP.

The most startling statistic was that the V&A Waterfront made

up 1.6% of the Western Cape economy. What's more the precinct grew by a sprightly 13.5% real compared to the Western Cape's growth of 0.5% and the country at 1.5%.

The study noted there had been a spectacular increase in economic activity at the V&A Waterfront – driven particularly through developments at the new Silo and Canal districts.

It was found that the recent increase in economic contribution eclipses all previous changes at the V&A Waterfront.

In the last year the largest use of the buildings was for commercial offices, which made up 25% of all gross lettable area. Areas dedicated to the general public are retail at 20%, hotels 18% and eateries 5%.

The study concluded that the V&A Waterfront is no longer a retail mall, or just a place that tourists visit.

“Rather it has a mixed use with offices, retail, accommodation, the ocean economy, as well as arts, culture and education.”

What is also key is that the V&A Waterfront is a growing commercial district with increasing prestige attached to firms operating from the V&A Waterfront.

The study reckoned these changes made, and would continue to make, a major contribution to the competitiveness of Cape Town.

“This is evidenced by a number of companies relocating from other areas of the province into the V&A Waterfront and, by inference, the City of Cape Town. The most notable example of this is the recent move by British American Tobacco to the V&A Waterfront.”

Other new and notable tenants include well known auditing and consulting firms PricewaterhouseCoopers and Ernst & Young.



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# The farming wave builds

**AQUACULTURE** ventures appear to feature more prominently in the plans of local fishing companies – perhaps understandable considering the extended uncertainty around the delayed FRAP (fishing rights allocation process). All fishing companies are investing additional funds in aquaculture, either to expand existing operations or build diversity.

The standout fact was that AVI controlled fishing group I&J is making strong progress in its Danger Point (near Gansbaai) abalone farm. The venture reported a sizeable profit of R98 million in the year to end June, way ahead of the R67 million achieved in the 2018 financial year.

It is also by far the largest profit yield for the last five years by the Danger Point farm – and bodes well in terms of diversifying I&J away from its core focus on hake fishing, processing and marketing.

AVI CEO Simon Crutchley said the abalone contribution increased due to higher stock value in line with expansion grow out into saleable sizes.

He said the weaker Rand also impacted revenue – remembering the bulk of the abalone haul is exported.

Looking ahead Crutchley said there would be an increased abalone volume expansion to 600 tons.

But he did warn that there could be an adverse impact on abalone prices from political events in Hong Kong disrupting the market.

Crutchley, however, said I&J was evaluating further expansion of abalone business.

AVI poured R22 million into the abalone farm, and intends investing the same sum into the venture in the financial year ahead.

Sea Harvest – I&J's biggest rival in the hake sector – has also taken a big punt on seafood farming via its recent acquisition of 50% of Viking Aquaculture.

Sea Harvest CEO Felix Ratheb recently indicated that the Diamond Coast Aquaculture expansion project had commenced. At the moment the aquaculture efforts are still at an early stage with revenues of R40 million and gross profit of R17 million in half-year to end June.

Interestingly the Viking Aquaculture product mix ensures a 62% international and 38% local revenue split. Abalone comprises 62% of the aquaculture basket with oysters 13%, mussels 11% and fish 10% and other smaller projects accounting for the balance.

Encouragingly, Ratheb reported that the Viking Aquaculture operations broke even at EBIT (earn-

ings before interest and tax) level for the interim period despite an exceptionally tough sales environment.

He said China and Hong Kong faced local and geo-political headwinds.

What's more, Ratheb, added that operations faced an extended period of red-tide of 11 weeks. "No animals were lost, but this restricted ability to export."

In terms of building capacity, Sea Harvest obtained approval to complete the wind farm at Buffelsjag abalone farm and expansion plans at the Kleinzee abalone farm were on track.

Prudently the group also delayed its sea trout sales delayed to the second half in order to score from a bigger size mix.

Happily, water leases for sea trout farming in Saldanha Bay were approved, enabling Sea Harvest to expand trout production to commercial scale.

Ratheb noted oysters and mussels were performing well.

News of aquaculture efforts at Premier Fishing & Brands will also be worth watching in the next few weeks.

At the release of interim results earlier this year Premier indicated that the abalone farm expansion at Gansbaai continued to progress well.

At the half way stage Premier's abalone farm

had generated revenue of R16.2 million (last year: R15.3 million) with profits up slightly at almost R5 million.

Premier said it remained focused on the abalone farm expansion with a target holding capacity between 300 to 350 tons when completed.

Importantly, Premier's abalone division increased its spat (baby abalone) production from an average of 100 000 spat per month to an average of 200 000 spat per month.

Premier reassured that the hatchery continued to produce good quality spat – "which provides a good platform for our planned expansion in production output".

The full year results for Hermanus-based abalone player Abagold should also be illuminating – remembering the company is making a valiant effort to recover from a devastating red tide incident in 2017.

Turnover for the six months to 31 December 2018 came in 41% higher at R114 million. At the time the company said this indicated a healthy recovery from the red tide event – adding that the strong growth achieved on the farms enabled the business to regain the dominant trading position in its markets.

The company did warn, however, that size distribution in the pipeline had not yet recovered completely.

Abagold executives stressed that the conservative strategic approach taken since February 2017 was starting to pay off, and the health and size of the abalone production pipeline now provide options for management across the three sales formats - live, dried and canned.

Most heartening was that Abagold reported that the tonnage increases on the farms led to the significant sales volume increase in tons sold (+45%). "Abagold was able to supply all our customers at improved levels. Volumes will continue to increase until full capacity is achieved in 2020."

Abagold reiterated that focus of the business remained on delivering a full farm with a well-balanced pipeline by June 2020. Importantly, the commentary at the interim stage noted: "We are comfortable reporting that we are at least three months ahead of this schedule, at this time, which will have significant financial benefits for the business in the next 12 months."

CBN reckons the aquaculture operation to watch in the near term could TerraSan's Aquion abalone business. Much attention has been focused on TerraSan after the acquisition of the Saldanha fish canning operations, but Aquin-



ion looks like it could become a significant part of group profits in the longer term.

Like Abagold, Aquion's Romans Bay-based Whale Rock farm suffered mortalities of 42 tons after the red tide event in 2017.

But TerraSan noted the red tide event created a shortage of South African abalone in the international market enabling Aquion to increase its prices to partly combat the effect of lower volumes.

Aquion also acquired a new suitable site near Gouritz River Mouth, which is still subject to an environmental impact assessment.

But the company is also being proactive in re-evaluating production and processing techniques as well as cost and sales prices. "Aquion is aware that South African wages and electricity have and will continue to increase with more

than inflation and sales prices will come under pressure from growing sales volumes. This will result in a narrowing of margins unless we farm more effectively or find ways to increase our prices."

So the company created Aquion Wholesale Foods to place more emphasis on sales price growth. This will focus on increasing the proportion of Aquion's products which are sold in mainland China and in retail markets in Hong Kong.

The one fishing company conspicuous by its absence in aquaculture ventures is South Africa's dominant seafood player Oceana Group.

Oceana, which owns the Lucky Star canned pilchards brand and the Daybrook fish meal/fish oil facility in Louisiana – has hinted at chasing down aquaculture opportunities both locally and abroad.

## Mayor Plato checks in at CTIA

**ALDERMAN** Dan Plato recently went on a tour of the facility and encouraged tourists and local passengers to vote in the World Travel Awards.

Cape Town International Airport (CTIA) is a world-class facility and is a worthy contender for the World's Leading Airport award. The airport is a vibrant and busy space which processes 11 million passengers each year. The facility is the first impression that people get when arriving in the city and tourists and locals experience its efficiency. The airport has already been

recognised as the best on the continent and we are now aiming to make it the best airport in the world. "We are competing against Dubai, Cancun and Melbourne, among others, for the global title and we need your vote to take home this award," said Executive Mayor Dan Plato.

Cape Town is currently the holder of the 'World's Leading Festival and Events Destination'. At the recent Africa and Indian Ocean World Travel Awards in June this year, Cape Town was again voted 'Africa's Leading Festival and

Events Destination' for the second consecutive time. Table Mountain won the title of 'Africa's Leading Tourist Attraction' and Cape Town International Airport won 'Africa's Leading Airport'. All three contenders are now in the running for the prestigious world title at the 2019 World Travel Awards.

"We never take for granted the recognition we receive and remain humbled by it. Our success is a tribute to our airport partners. We work in close collaboration with our airline partners, retailers, gov-

ernment agencies and service providers as we do with the City and the Province. We work hard to make a positive contribution to the tourism value chain in our region. We are gearing up to improve our airport offering even further through major infrastructure developments. Thank you to all who continue to support CTIA," said Cape Town International Airport General Manager, Deon Cloete.

"Cape Town International Airport is set to undergo a massive expansion programme to the value of R7 billion

over the next 5 years. This capital investment will make a meaningful contribution to the local economy through much needed employment and business expansion opportunities. The team at the Enterprise and Investment Department is working with the CTIA to see how they can maximize the benefit of businesses as part of the construction process and what job creation opportunities there are for surrounding communities," said Alderman James Vos, Mayoral Committee Member for Economic Opportunities and Asset



The Mayor engaging with passengers at CTIA.

Management. The tourism sector contributes significantly to the local economy, as it supports 300 000

employment opportunities. Voting closes at midnight on 20 October 2019.

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## Resilience = Results

Recently our printing company merged into ShumniRSA, making us the third largest printing company in South Africa. This came with its challenges internally and externally. So as two very different in depth management systems came together, we were hurled into overdrive to make them work seamlessly, causing much frustration across all departments. But through sheer determination and resilience, we pulled together and got the job done.

So this led me to thinking about the word resilience. Because resilience is what takes a great idea and makes it succeed, despite the onslaught of setbacks and failures. After all, it is our business and we need to be fighting for it like it's our life on the line.

Resilience does not come naturally, and building yours, trains you to want to grow. It makes it possible to face the problems in front of you, therefore, it is one of the most essential business tools currently. No one gets overnight success, it takes years of resilience at play.

Without resilience you are pretty much on your way out! Negativity will tear you apart! So the lack of resilience will stop you from the massive business and personal growth you dream of achieving.

Face it! You are going to face setbacks. There is no avoiding them. And if there are no set backs. Then you are not taking risks. Your dream is possibly too small! The key to moving forward instead of two steps backwards is to show up every day ready for battle, ready to push harder than the day before, without fear or failure. You have got to become resilient.

Here are some tips that I came across that will ignite the resilience.

### SELF RESPECT

Cannot happen while counting on depending upon others. To be resilient we must develop the ability to self-soothe when things get tough, by operating with a sense of composure, regardless of our circumstances. We need to tap into our will, motivation and ability to continually move forward.

### DRIVEN

We must care deeply about how we are received by others and our abilities to not only perform but to also connect with one another. When we understand this, we will naturally be more driven, confident and emotionally intelligent. We need to carry a relaxed attitude and view rejection as a new opportunity. Committed to not allowing outside influences pull our thoughts away from our focus. We view risk as rewarding expansion of our life and business aspirations.

### DISCERNING

Being successful, is to be discerning of the company we keep and whom we choose to have relationships with. Negativity fuels drama, so we must be mindful not to surround ourselves with those who can fuel it. Understanding that without mutually beneficial agreements nothing productive can manifest for either party.

### TASTEFUL

People are mindful to be intelligent in speech, style and posture because these subtleties communicate our sense of personal value. We are mindful to be well-spoken, elegant, graceful, charismatic, social and quietly infectious. Whenever we are present, it is our more understated qualities that set us apart from the rest.

### NURTURING

No matter the pain in our life or work, we continue to work hard to support those who depend upon us from family to employees. This is essential to us because nurturing what and who we are passionate about is a part of who we are at our core.

### GRITTY

Reinventing ourselves is part of our nature. We trust that we can pull it from where we don't have it when put to the test.

### FOCUSED

On others, always seeing the good in others. Noticing and valuing the intelligence and character that other people bring to our lives and business.

### WRITTEN BY

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# Fast tube bending with new CNC machine

**AFRICA** Projects Consultants (Pty) Ltd (APC), a 100% black-owned ship repair and ship building company, has recently acquired a CNC controlled Mandrel pipe-bending machine for the bending of tubes and profiles made of mild steel or stainless steel. This state-of-the-art machine, the first of its kind in Africa, bends pipes ranging from 40 mm to 140mm considerably faster than conventional pipe-bending methods.

Managing Director of APC, Refaan Hendricks says, "The new machine will dramatically improve quality and reduce the time and cost involved in bending pipes. Currently, pipe-bending of thick wall thickness pipes involves manually welding together

two pipes and an elbow together – a process which can take almost a full working day. Alternatively, complete bent pipes are imported which can be an expensive exercise. This technologically-advanced machine will not only increase the speed at which the pipe-bending and fabrication can be done, it will substantially increase the quality. It is amazing to see these thick-walled pipes being bent in a matter of seconds."

The pipe-bending machine arrived at its Paarden Eiland premises in September and was financed by Damen Shipyards Cape Town (DSCT) as part of their Enterprise Supplier Development programme. APC will launch the machine during the month of October and demon-

strations will be held to companies across various sectors that can benefit from its capabilities.

Taufeeq Phipps, Project Manager and co-founder of APC says, "The new machine will provide a competitive edge when servicing the marine industry where on-time delivery is a key driver for our clients. In addition, it will allow us to service other industries such as mining, refrigeration, manufacturing, automotive, chemical, agriculture, general industrial and construction – basically any industry where bent pipes are required."

APC specialises in providing turnkey ship repair solutions, workshop fabrication, industrial maintenance and project management.

## BionicOpter is the biggest flying robotic insect

EACH year Guinness World Records presents thousands of exciting records from all over the world. The Festo BionicOpter will be included in the 2020 Guinness World Records.

The chapter "Robots" presents the most amazing records from the world of super robots and artificial intelligence. The Festo BionicOpter, an ultra-light flying object based on the dragonfly has scoped the world record winner title for the biggest flying robotic insect. "It is fascinating what we can learn from nature. Curiosity and joy in innovation drive us to keep trying new things. We are very pleased to be included in Guinness World Records – it's a great validation", says Karoline von Häfen, Head of Corporate Bionic Projects at Festo.

### Inspired by dragonfly flight

After bird flight had been deciphered with the SmartBird in 2011, the developers took on their next-biggest challenge in the Bionic Learning Network: modelling the dragonfly at a technical level. The BionicOpter is an ultralight flying object. Just like its model in nature, the BionicOpter can fly in all directions and execute the most complicated flight manoeuvres. The BionicOpter's ability to move each of its wings independently enables it to slow down and turn abruptly, to accelerate swiftly and even to fly backwards. This means that for the first time there is a model that can master all the flight conditions of a helicopter, plane and even a glider. Despite its complexity, the highly integrated system can be operated easily and intuitively via a smartphone.

The principles of ultra-lightweight construction are applied throughout the flying object. With a wingspan of 630 mm and a body length of 440 mm, the model dragonfly weighs just 175 grams. The wings consist of a carbon-fibre frame and a thin foil covering. The intelligent kinematics correct any vibrations during flight and ensure flight stability. In order to stabilise the flying object, data on the position and the twisting of the wings is continuously recorded and evaluated in real time during the flight of the dragonfly.

For more information on these products as well as other Festo offerings, contact Kershia Beharie on 08600 FESTO (33786) or email her at kershia.beharie@festo.com. www.festo.co.za

## AFRICA PROJECTS CONSULTANTS

Africa Projects Consultants has acquired a fully automated CNC controlled Mandrel pipe bending machine for the bending of tubes and profiles made of mild steel or stainless steel with profiles from 40 mm to 140mm. We provide the best pipe bending solutions for the client's needs, even recommending different fit for purpose options, thereby forging partner relationships.

The machine will dramatically improve quality and reduce the time and cost involved in bending pipes.



This machine can service various industries, including but not limited to, ship repair, ship building, oil & gas, mining, hydraulics, refrigeration, manufacturing, automotive, chemical, agriculture, agro-processing, communications, general industrial and construction.

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- Project Management
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NOMINAL BORE		SCHEDULE	WALL THICKNESS
DN	NPS		
MM	INCH	STRENGTH / NO	(MM)
40	1 1/2"	STD/40	3.68
		XS/80	5.08
		160	7.114
65	2 1/2"	XXS	10.16
		STD/40	3.91
		XS/80	5.54
80	3	160	8.74
		XXS	11.07
		STD/40	5.16
90	3 1/2"	XS/80	7.01
		160	9.52
		XXS	14.02
100	4"	STD/40	5.49
		XS/80	7.62
		160	11.12
120	4 1/2"	XXS	15.24
		STD/40	5.74
		XS/80	8.07
140	5"	STD/40	6.02
		XS/80	8.56
		120	11.12
160	5 1/2"	160	13.49
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# Decades of innovation drives product efficiency

AFRICA has embraced the innovation that drives WEG products and services, with customers seeing value in constant technological improvement.

Siegfried Kreutzfeld, CEO of the South African based Zest WEG Group, explains that WEG is quick to introduce its new products into the African market, sometimes even before launching elsewhere in the world.

“We pride ourselves on the significant investment we, as WEG, make in research and development,” Kreutzfeld says. “About 2,6% of our net revenue is ploughed back into continuous product improvement as well as new development. This keeps us at the cutting edge of technology.”

The result of this intense commitment to innovation is that 43,7% of all WEG products sold in 2018 were launched in the last five years. Another indicator is that Brazil-based WEG Group holds 174 patents that are used on its products.

Significantly, this has placed WEG among the thousand most innovative companies in the world, ranked by The Global Innovation 1000 of 2014. This world ranking evaluates the total R&D investments of each company, including the strategy, purpose and success of these investments.

“More than 35 years ago, we led the way in South Africa by introducing reliable high performance motors into the mining sector,” he says. “Today, we have a solid market share on the continent based on the trust we have built with our customers. This relationship makes it easier to introduce and test new WEG technologies in Africa.”

While continuously improving its products, WEG also closely monitors how they perform in the field, Kreutzfeld notes. “An indicator of the confidence we have in WEG technology is that we provide a five year warranty on WEG motors,” he says. “This is unique on the continent and difficult for competitors to match.”

WEG’s innovation and the market trust are paying dividends. Despite the country’s poor overall economic performance, Kreutzfeld says Zest WEG Group is targeting 15% growth with its high quality offerings.

Among the latest WEG technologies are energy-efficient IE3 motors which reduce electricity consumption, and the WEG CFW 11 Variable Speed Drive

(VSD) which selects the best efficiency, again conserving energy and saving costs. Kreutzfeld says that during 2019 a new series of WEG VSDs, specifically for mine fan applications, will be introduced to the market.

WEG’s innovative Motor Scan device is another important development, harnessing connectivity and the power of Industry 4.0 technology to monitor motor health. Attached to the motor itself, the WEG Motor Scan gathers vital data including vibration, temperature and running time. This is communicated wirelessly to a hand-held device or to WEG’s Internet of Things (IoT) platform.

“Extending electric motor life is going to be an important trend in the market, especially in the mining sector,” Kreutzfeld explains. “Only a decade ago mines expected less than two years of life from an electric motor, and we have been able to change that. Using Motor Scan will allow end users to optimise routine maintenance and extend motor life.”

Another technological innovation is the large WEG slipping motors considered ideal for the cement industry. Cement plants place high wear demands on electric motors, and WEG has developed features to address this

challenge.

“We innovate by being close to our customers and seeing the problems they face,” he says. “You cannot pursue innovation without understanding customer applications and market trends.”

To drive this process, WEG established a Scientific and Technological Committee in 1998. This forum allows WEG’s engineering team to engage with five university specialists, three from abroad and two from Brazil. The forum meets every two years to discuss market trends, technology and innovation, and importantly how to apply this to WEG products.

“During this meeting, we share new concepts and products with the academic experts,” he says. “This collaboration has many mutual benefits. We gain ideas and feedback, and the universities can gather topics for their students to research.”

Inside WEG itself, there is a team focused on new product concepts and technologies. Kreutzfeld says many of these might remain in development for years, even decades, and are only commercialised in response to market trends.

“This pipeline of innovation is vital to meet changing customer needs and is what sets WEG apart,” Kreutzfeld concludes.

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# Logistics Barometer gauges industry performance



Hein Jordt, managing director of Ctrack South Africa.

CTRACK has joined forces with economists.co.za to create the Ctrack Logistics Barometer, an economic indicator and performance gauge of the South African logistics and supply chain industries.

An industry first, the monthly Ctrack Logistics Barometer is an accurate co-incident indicator of the state of the South African economy, par-

ticularly in terms of the goods economy.

The Ctrack Logistics Barometer should help logistics and supply chain players and relevant trade media to better understand the factors that impact logistics volumes.

Creating the Ctrack Logistics Barometer was a natural step for Ctrack, which provides a number of industry solutions to government (local

authorities, municipalities and public transport operators); airports; the transport and logistics industry; the mining and yellow equipment sector; the agri industry; small businesses and consumers.

Furthermore, it provides camera surveillance and mobile asset tracking and fixed plant monitoring solutions.

The company takes

a focused approach to its solution offerings and provides lifecycle insights to its customers. Ctrack customers rely on data to optimise their businesses and need quality management information to make better decisions. Better decision making drives down costs and improves productivity, efficiency, utilisation and performance.

"The Ctrack Logis-

tics Barometer is our way of providing the transport and related sectors with quality, updated information about the state of the logistics industry in South Africa," says Hein Jordt, managing director of Ctrack South Africa.

"The barometer allows the business community and media to better understand how the logistics industry in South

Africa is performing. With this information, businesses involved in the sector are able to make better strategic decisions."

"As thought leaders, we are delighted to be able to share our vast industry knowledge with the business community," Jordt concludes.

The Ctrack Logistics Barometer can be viewed online at [www.ctrack.co.za](http://www.ctrack.co.za)



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## Enhanced online course materials

THE IMM Graduate School has been providing distance learning to students for the past 60 years. Evolving with the ever-changing needs of students, the school has fully embraced 'Anywhere, anytime learning' and says this basic necessity is no longer seen as a 'nice to have'.

Anisa Fielding, Professional Programmes Manager, IMM Graduate School, says: "We met with New Leaf Technologies to discuss their content generation services and made the additional decision to invest in its e-learning platform, aNewspring. When comparing it with other solutions, we found aNewspring to be cost-effective, user-friendly and scalable. We have also implemented integration into our website and CRM systems, which has helped to streamline our student engagement process."

Fielding says that the School's journey with New Leaf Technologies has been exceptional. Receiving the highest level of support, knowledge and service delivery, aNewspring's approach to content development is forward-thinking and adheres to international best practices: "We currently have 17 online short courses on the platform and the student feedback has been phenomenal. For each course, we assign an online head tutor who has strict KPIs to ensure each and every student query is dealt with within a 24-hour time frame."

Charmaine du Plessis, CMO, IMM Graduate School adds: "We have entered into a partnership with ISO training experts, WWise, and are also offering its Quality Management training programmes on our e-learning platform." She says that the School is looking to enter into more partnerships with companies like WWise, to be able to provide a more comprehensive selection of online training.



# No rain on this Parade

GRAND PARADE INVESTMENTS (GPI) has released its year-end results, reporting a robust performance, in the wake of challenging economic conditions, evidenced by strong revenue growth and a significant reduction in the net loss posted in the previous financial year.

For the year to end June 2019, GPI underwent a restructuring process which resulted in an improvement in most

of its key financial indicators. Revenue increased 28% from R1.1-billion to R1.4-billion, net profit from continuing operations rose 308% from R17.8-million to R72.9-million while the net loss for the year reduced from R49-million to R36-million. The headline earnings per share improved per a prior year loss of 11.2c to a profit of 9.7c.

Mohsin Tajbhai, CEO of GPI, said: "It has not been an easy

"It has not been an easy journey for GPI over the past year as we navigated through an extremely challenging economic environment...»

journey for GPI over the past year as we navigated through an extremely challenging economic environment while addressing some of the fundamental issues in the businesses. He said that in re-positioning the busi-

ness, the team focused on three key objectives

- Exit all non-performing businesses,
- Capitalise on the growth opportunities in Burger King and
- Improve the profitability of operational food business.

During the year, GPI opened 10 new Burger King restaurants and closed four unprofitable restaurants, bringing to 86 the number of corporate owned restaurants.

In February this year, a decision was made to voluntarily liquidate Dunkin Donuts and Baskin-Robbins, as this was the fastest way to stem losses. A saving of approximately R12-million was made over the past four months as a result of the decision, although the company had to impair the businesses to the tune of R50-million.

A key objective was to improve the profitability of Grand Foods

Meat Plant and Mac Brothers. Both businesses showed significant improvement in earnings during the review period, with Grand Foods Meat Plant improving its headline earnings loss by 54% while Mac Brothers improved by 97%.

During the financial year GPI entered into an agreement to sell 10% of its equity in Spur back to Spur Corp for a purchase consideration of R260m, which will be used to reduce debt. Post the



transaction the company will reduce its debt to EBITDA to 1.3x which is extremely favorable particularly in these uncertain economic conditions.

There was a strong focus during the year on growing the company's largest food business, Burger King, while setting measures to improve the overall profitability of the business. Burger King has met 2 major milestones this year; Burger King has exceeded 1bn Rand in turnover and for the first time since

opening contributed positively to headline earnings.

Looking forward, Tajbhai said: "We have made excellent progress in improving the overall profitability of the business, and this will continue to be a strong focus, along with driving new restaurant growth in Burger King. We firmly believe that the value in GPI lies in unlocking the potential in Burger King which has finally turned the corner."

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## SA's favourite petrol station

FOR the ninth consecutive year, South Africans have backed Engen as their favourite petrol station, with the company extending a hearty "THANK YOU" to all their customers for this kind endorsement!

The "Favourite Petrol Station" honour was attributed to Engen in the 2019 *Sunday Times Top Brands*, which recognises brands that have earned top consumer sentiment in South Africa over the past 12 months.

"At Engen, our brand promise 'With us you are number one' is about delighting customers and that's what drives every action we take and decision we make," comments See-lan Naidoo, Engen's head of Retail.

Engen pumps over 1 in every 4 litres of petrol purchased in SA,



and had more than 143 million customer visits to their forecourts in 2018.

"We opened a record 15 new service stations in 2018, completed nine major renovations and added 20 new Quickshop convenience stores to our network. Furthermore, we installed energy saving LED lighting at 112 service stations offering a welcoming and safe appearance to our customers."

A pioneer of fuel station convenience in South Africa - notable market firsts introduced by Engen include: the country's first "vacation station" concept in 1986 with the Bloemfontein 1Stop; the first convenience store brand, Quickshop in 1992; the first gourmet food offering on the go, with Woolworths Foodstop in 2000; and the first rewards partnership with eBucks in 2009.

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# Gender equality programme good news for women and girls in Africa

CUMMINS Powers Women Programme unites leaders and employees around the world in finding solutions to gender inequality in its communities, reinforcing Cummins' commitment to the advancement of women everywhere. The Programme represents a multi-million dollar investment in proven programmes designed to create large-scale change in the lives of women and girls globally.

Cummins Powers Women addresses the array of challenges facing women and girls globally. For example:

- The gender pay gap stands at 23% globally, and without decisive action, it will take another 68 years to achieve equal pay.
- Women and girls routinely experience inequality of economic opportunity, voice and

decision-making abilities. Research shows that if women were to participate in the economy identically to men, they could add as much as \$28 trillion, or 26 percent, to annual global GDP in 2025.

- The role of maternal employment is significant. In one study of 24 countries, daughters of working mothers were more likely to be employed, have higher earnings and hold supervisory roles. At home, sons raised by employed mothers spend

more time caring for family members, and daughters raised by employed mothers spend less time on housework. The Programme seeks scaled solutions by partnering with a network of global non-profit organizations that have existing,

outcome-based programmes focused on areas where significant barriers exist to the advancement of girls and women. Cummins' investment supports a range of effective programmes, including grassroots teaching and mentoring, financial stability through entrepreneurship, leadership training and strategic guidance to non-profit leaders.

In its first year, the Programme reached 34 000 women and girls around the world. Cummins Powers Women has projects in seven regions around the world: Latin America, Asia Pacific, Europe, India, China, Africa and the United States. In Africa, Cummins has partnered with Camfed in Ghana and Rise Up in Nigeria and Kenya. In April 2019, Camfed selected 500 women to participate in the transitions programme, providing post-secondary school support. The Programme will support the women in the building of rural businesses. In Nigeria, Rise Up has had two intakes to the Leadership Accelerator which helps non-profit organizations already working to empower women to develop sustainable strategies to improve their impact. In Kenya, Cummins and Rise Up have partnered with the Centre for the Study of Adolescence (CSA) to implement the Girls Voices Initiative to enable Kajiado Girl Leaders to raise their voices against early marriage and female genital mutilation and advocate for their rights.

The Cummins Powers Women Programme is set to grow its footprint and impact in Africa with Rise Up planning to launch its first Leadership Accelerator in South Africa in early 2020.

The call for applications has gone out to strong local civil society and non-profit organization leaders working on gender equity, human rights, education and related issues in Gauteng Province and Durban. The call for applications is currently live on the Rise Up website at: <https://riseup-together.org/south-africa-gender-equity-initiative/>.

Cummins CEO Tom Linebarger remarked, "Making an engine is hard. Making the world more just for women and girls is bigger." Cummins is ready to take on this challenge.

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## Deepset Flexible Riser 400m installation at Prieska Copper Mine

HOSE MANUFACTURERS, manufacturer of lay flat hoses and Boreline flexible risers for boreholes, was recently approached by a customer looking for a flexible hose that would be able to dewater an old mine shaft just outside the town of Coperton and was familiar with Boreline flexible hose for boreholes of standard depths up to 200m.

The shaft in question (1 000m depth) held much water that needed to be pumped into holding tanks from a depth of 400m for processing and analysis. The outcome of this processing would determine whether the water could be re-used, and mine activity restarted.

While the standard 80mm to 150mm diameter Boreline is designed to function at an installation depth of 200m, a new Deepset 80mm hose was under development for installations up to 400m. The Prieska mine shaft challenge was a golden opportunity to test this new concept hose, as not many boreholes are ever drilled to these depths.

Depth wasn't the only challenge faced on site, however. The disused mine still had its old concrete headworks



with a 500mm thick slab cast over the shaft to prevent accidents. This proved cumbersome to drill through to create a large enough hole but the team succeeded, and we were able to move ahead with the Deepset installation.

While everyone present on site was familiar with steel pipes, none had worked with a flexible riser of this nature and this length before, prompting many questions as to how the pump and hose were to be installed.

With the headworks tower bricked up there was no entrance for a crane, and all the overhead fittings and lifting apparatus had been

removed. This left no option but to manually install the pump before lowering the hose.

All the installation equipment and the Deepset Hose had to be brought in through a standard double door which was the only means of entrance to the headworks tower and shaft.

Slowly, but surely, the pump and Deepset went all the way down to the water's surface at 300 metres and then continued down to reach its full 400m target depth.

The wellhead was then attached to the end of the Deepset and put in place over the opening. Electrical connections were completed, and the water

started to flow.

The excitement was palpable as the flow began, and the local team marvelled at the results achieved with the unfamiliar flexible hose. Hose Manufacturers were also thrilled at the success of the project, as the installation was the first of its kind and proved the Deepset concept.

The Deepset Flexible Riser used in this project has the following specifications:

**Burst Pressure:** 100 bar

**Tensile Strength:** 12t  
**Rated for:** Installations up to 400m

Contact Hose Manufacturers on [sales@hossa.com](mailto:sales@hossa.com), Tel +27 21 948 3971

## Plasma treatment holds hope for water purification



DECLINING fresh water supplies is one of the most ominous and persistent challenges we are globally facing. The UN World Water Development Report 2019 states that over 2 billion people live in countries that suffer from high water stress and further refers to estimates that approximately 4 billion people experience severe water scarcity at least one month of the year. Globally more than 80% of all wastewater is discharged to the environment without being treated.

Climate change is predicted to amplify the extremes, rendering wet areas wetter and dry areas dryer, which accelerates the water stress growth rate in the latter. Insufficient access to clean water and inadequate sanitation are reported to grossly exceed the attributable deaths from droughts, floods, earthquakes, epidemics and

conflicts.

Oil & gas, agriculture and fast fashion are examples of heavily polluting industries that contribute to the problem by consumption of extreme amounts of water, but modern society also introduces special pollutants to the environment from daily functions. There is growing concern and increasing public awareness of the effects of microplastics and pharmaceutical residues that accumulate in aquatic environments, posing threats of little-known consequences.

However, help is at hand with advanced oxidation processes (AOPs) which can tackle many of the problems with water pollution. These processes rely on harnessing the oxidative power of hydroxyl radicals for degradation of organic pollutants like pharmaceuticals. One seemingly exotic way to generate these supreme

oxidants is to bring the treated water in contact with non-thermal plasma. This futuristic approach has been clearing its way from academic research into industrial applications for quite some time now, and its introduction in practice is imminent.

Flowrox Corona has been extensively studied for various applications in water and wastewater treatment to address the above challenges. Dozens of pharmaceuticals have been observed to completely degrade in Flowrox Corona plasma treatment, and textile industry wastewaters have been observed to effectively lose colour and cut down total organic content. Phenolic substances, fuel additives, dissolved oil components and numerous other special pollutants are easy targets. Flowrox Corona is energy efficient and low-maintenance.

## Water resilience expertise for drought-plagued SA

WATER is a precious commodity that needs to be managed wisely to serve the ever-growing population and promote economic growth. Integrated infrastructure delivery company AECOM is a global leader in providing solutions and innovations to assist communities, businesses and clients to improve their resilience. South Africa is classified as a water-scarce country, with some projections estimating that, at present, it exploits roughly 98% of its available water-supply resources. In many areas, the water challenge is looming ever larger.

"When a severe multi-year drought, coupled with difficult water-management parameters, is experienced, such as was the case in the Western Cape from 2015 to 2018, water-crisis conditions hold serious implications and challenges everyone concerned," Hanine

van Deventer (Pr. Eng), Senior Engineer at AECOM, highlights.

The ability of all stakeholders to respond wisely, lawfully, and fairly in such a crisis becomes a daunting and complex minefield, especially to enterprises not knowledgeable of the requirements. This is where AECOM's expertise is vital, ranging from risk assessment to mitigation of identified risks and assurance of sustainability.

During the so-called 'Day Zero' crisis in October 2017, when the City of Cape Town predicted it would effectively run out of water by March 2018, AECOM was approached by various private companies to provide professional services that would improve their resilience in response to water-supply interruptions.

This was driven largely by commercial interests, as in loss of revenue, as well as lia-

bility concerns in terms of safety and insurance requirements. Other aspects were the long-term goal of reduced utility costs, or ultimate independence from the municipal water supply.

"Some clients noticed the impending crisis, requested budget, and engaged early. Some were more structured, but many left these interventions too late, and were required to respond to all these critical concerns simultaneously to manage the immediate and evident crisis," van Deventer points out.

The emergency solutions and mitigations ranged from fairly innovative to more radical measures that were "sometimes inadequate, high-risk and beyond the legislative framework." Water-saving initiatives included replacement of conventional sanitary fittings with water-saving technology. Here the problem is, not only

understanding what this technology actually is, but what it can achieve.

Air-conditioning systems were altered, dual-plumbing water systems introduced, including the addition of fire extinguishers to supplement water-suppression. Supplementary water sources were also investigated. These included rain- and grey-water harvesting, reclaimed groundwater harvesting (collection of seepage groundwater or borehole water), blackwater and greywater treatment, potable water tanker supply (trucking water in via tanker water service), and use of bottled drinking water.

The options of encouraging employees to work from home to avoid business disruption and supplying them with imported water instead of having to queue during working hours, thus alleviating the inconvenience, were also considered.



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## Fruit exporters get state of the art cooling facility

Continued from P1

panel array to supplement our energy requirements. Some recent fires at cold store and packhouse installations have highlighted the risks imposed by such facilities and our new plant is fully sprin-

kler protected. An independent 1MI water supply is housed in two giant tanks which feed one electrical and one standby diesel driven fire pumps, connecting to the sprinkler and fire-fighting systems”

he explained.

“The Atlantic Hills facility is a landmark that will transform the landscape of cold storage in the Western Cape fruit export industry”.

A project of this

size becomes successful when choosing the right location, developer (Abland), main contractor (Isipani), professional team and suppliers who are deadline driven and provide an attention to detail within their own area of expertise and supply. In the planning stages it was outlined that all and any conditions of hindrance on our facilities’ operations were addressed, ensuring continued operations without any downtime.

### MAXtend Atmosphere Control

SAFT is the distributor of MAXtend in South Africa. MAXtend is a technologically advanced controlled atmosphere product used to control the composition of atmospheric conditions in sea freight containers. By controlling the atmosphere in refrigerated containers, it is possible for produce that previously had little chance of arriving in a good condition, due to extended transit times, to arrive in the same or better condition than when shipped by air.

MAXtend is unique in the sense that it can be fitted to any reefer container. The container undergoes a leak rate test to ensure it complies with the MAXtend criteria before it is released from a container depot for stuffing.

Other distinct advantages of MAXtend are summarised as follows:

- Slows ripening through slowing down the respiration and production of ethylene
- Reduces decay in incidents and severity
- Short notice availability
- Can be used anywhere in the world



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# Power partner to SAFT

**ENERGY PARTNERS SOLAR** - a division of Energy Partners and part of the PSG group of companies - design, own and operate outsourced power solutions across the small scale utility (<10MWp), commercial and industrial sectors. Its installed solar capacity to date is 60MWp for many of Africa's largest sub-Saharan companies.

Its track-record of cost-efficiency and reliability has been built through critical partnerships with key clients such as SAFT.

Over the past three years, it has completed two critical projects for SAFT; one at Killarney Gardens and the other at the Paarl Cold Harvest facility.

Based on overall project performance the company were selected as the solar supplier to SAFT's latest development at Atlantic Hills - a 1 440 kWp PPA installation. The solar system is equipped with cutting-edge technology in the form of a high efficiency 400 Wp half-cell polycrystalline modules from Canadian Solar which enables maximum performance and roof space utilisation. The entire project was incorporated into the engineering design of the building. This enabled a cost effective and efficient system through shorter cable runs and more optimal placement of solar modules, inverters and switchgear.

**The Killarney Gardens project:**

For the SAFT Killarney Gardens facility, EP Solar designed a 590 kWp grid-tied photovoltaic system. The design included 1 818 solar panels (325 Wp Trina Solar panels), 10 ABB 50 kW inverters and 3 800 brackets for IBR roof sheets.



Since its commissioning date in October 2017, the system has generated 420 MWh of electricity and almost 100 MWh in March 2018 alone.

This translates to a R272 000 of energy saving over four months for SAFT without considering any maximum demand sav-

ings. The system performance is at 100% of its design capacity, which exceeds the EP Solar performance guarantee of 90%.

**The Paarl Cold Harvest project:**

On this project, EP Solar project managed the replacement

of the roof sheets and the upgrade of the roof sub-structure, which enabled the installation of the 983 kWp solar PV system.

The Solar PV design included 3 024 solar panels (325 Wp Trina Solar panels), 14 ABB 50 kW inverters and 6 350 brackets for IBR roof sheets.



Paarl Cold Harvest solar installation.

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# On time, on budget



PAARL based Isipani Construction was the main contractor for the SAFT facility.

Grant Robertson, Isipani's contracts director describes the firm's involvement in this highly specialised project.

"We commence on site after being awarded the tender in April 2018 with a projected completion date of May 2019 – just under 14 months. The internal footprint of the facility – warehouse and two office complexes – is around 22 000 m<sup>2</sup> with the balance of the site being hardstands for utilities and vehicle access.

"Being a sophisticated cold store, special-

ised trades were engaged to complete the refrigeration system, insulated wall panelling, racking and cooling tunnels, electrical, monitoring and automated systems and despite the fragile nature of the panels the contractors performed well and kept to the tight programme.

"The same can be said of the other trades and specialised services this facility requires and although the sheer size of the facility was intimidating the few challenges, as experienced in all projects, were overcome through good communications and cooperation which resulted in a first class facility with excellent

quality finishes that will rival any such cold store anywhere in the world.

"In some ways our climate assisted in keeping to a tight schedule – it was during the drought – so no wet weather delays were recorded, but that issue meant that we had to import potable water onto the site and use the commodity sparingly."

Isipani Construction was established in 1960, and has an established 59 year reputation of quality construction throughout the Western Cape as building and civil contractors specializing in commercial, retail, industrial, government and large residential construction.

## Keeping it cool

THE very essence of a cold store is the maintenance of temperature control to enable perishable produce to be handled, stored, inspected and des-

patched in prime condition for sophisticated customers in overseas markets.

The exceptional 40+ years' experience of Chris Turner, of TVD

Projects was called upon for the refrigeration design and specifications for the SAFT Atlantic Hills plant.

"We must be doing something right" com-

ments Chris, "this is the third project we have completed for SAFT; the other two were at Cold Harvest in Paarl and the SAFT Killarney Gardens

facility completed in 2014.

"Atlantic Hills was originally designed as a two phase project which involved the conceptualisation of

16 different permutations before the final design emerged as a single project. Design specifications included the refrigeration plant, the insulated struc-

ture, drive-in racking, cooling tunnel lighting and cooling tunnel curtains.

"The Atlantic Hills plant is similar to the Killarney Gardens premises and comprises 34 cooling tunnels, three holding rooms, two staging stores and two refrigerated airlocks.

"Atlantic Hills was originally designed as a two phase project which involved the conceptualisation of 16 different permutations before the final design emerged as a single project."

"As refrigeration is a energy hungry utility, special attention was paid to energy optimisation of the entire refrigeration installation such as specifying variable speed drives and an integrated energy management system.

"The plant is completely automatic in operation and is self-diagnostic which indicates if specific temperature parameters are exceeded or if system components fail.

"Maintaining specified temperatures is critical for successful plant operation to ensure the high value export produce reaches its destination in peak condition. It is unlikely that the average overseas consumer has any inkling of the sophisticated systems and processes involved when tucking into their crunchy South African apples or creamy avocados!" said Chris.



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## Brrr its cold in here

FOCUSED on maintaining constant temperatures for the cold chain industry, Maxiflex offers superior-quality industrial doors and dock loading equipment ideally suited to cold storage and freezer environments. As a local industry pioneer, the company is dedicated to providing entrance solutions which seal in the chill to prevent product spoilage and contamination whilst enabling customers to enjoy seamless operation.

“Our comprehensive range of door and dock loading solutions has been designed and developed to comply with both international specifications as well as the stringent requirements of cold rooms and cold storage and logistics facilities,” notes Bram Janssen, Managing Director of Maxiflex. “With climate temperatures rising, it is crucial to provide customers with innovative, insulated, well-sealed entrance systems which include high-speed doors, insulated sectional doors, dock levellers and load-houses.”

Maxiflex’s door solutions have earned the reputation of being synonymous with quality, flexibility, efficiency and safety. Key features such as insulation and seals that prevent air exchange around the door, in between the door panels and around the dock leveller, contribute to optimal door performance. Proudly holding the title as the first company to bring high-speed doors to the South African market, Maxiflex provides high-speed freezer and insulated sectional doors, amongst other offerings, from ASSA ABLOY.

The state-of-the-art high-speed freezer doors enable hassle-free, reliable operation and an extended life-cycle. These high-speed doors offer prime sealing capabilities, opening and closing speeds of up to 2,4 m/s as well as higher cycles (>100/hour). Set to open every 20-25 minutes to thwart ice build-up on the curtain and side-guides, these energy-efficient freezer-doors enable proficient traffic flow and diminish temperature variations for regular interior climate control. According to Janssen, these reduced costs and enhanced efficiencies result in lowest total

cost of ownership and improved return on investment for customers.

The next innovation in the Maxiflex cold storage solutions portfolio, insulated sectional doors, are simple and quick to operate, reducing opening times and subsequently cold air losses. By functioning efficiently with less wear and tear, these correctly balanced, electrically operated doors also contribute to the decrease of damages caused by negligent operation.

“Alongside effective sealing, it is vital that customers also take into account the speed and efficiency of the loading and unloading process when deciding on a dock loading solution,” states Janssen. “Our dock leveller and docking accessories including cushion seals and shelters are specially designed to fit snugly around the truck to prevent loss of cold air from the building during the loading and unloading process.

Maxiflex offers both air-powered and hydraulically-operated dock levellers. With the loading and unloading process centred on speed, efficiency and safety, hydraulic dock levellers are the perfect fit for cold storage applications. Fitted with standard, integrated stop-valves in the cylinders, these units will not fall in the event of a truck accidentally driving or rolling away during the loading and unloading process. Fewer parts underneath the dock leveller not only reduce maintenance but also make it easier to see and clean dirt and debris, thereby improving hygiene standards. Rounding off Maxiflex’s cold storage product range are load-houses, complete separate loading platforms that comprise a leveller, shelter and door. Positioned on the outside of the building, these loading bay units are closed by a well-insulated and sealed sectional door, limiting the amount of air exchange during the loading process. In addition to maximising space in the warehouse, the exterior placement of the leveller improves hygiene by preventing the ingress of dirt and pests into the building.

A wide array of PVC strip curtains and sheeting are available from Maxiflex which are ideal for sealing doorways in freezer environments.

## A million litres will quench any fire

*One million litres of water are provided for the fire sprinkler system at SAFT Atlantic Hills by SBS Tanks.*

SBS® Tanks has been supplying liquid and dry storage solutions to the mining, municipal, agricultural, fire protection and water conservation industries for more than two decades. It plays a vital role in maintaining water and food security in South Africa – and is also expanding in Africa and abroad. Headquartered in Pinetown, KwaZulu-Natal, the specialist company has offices in Johannesburg and Cape Town, but is also to be found in Ghana, Kenya and the United States.

“We would like to expand our customer base – with this in mind, we would like

to broaden our capabilities through regional market development and global alliances,” says entrepreneur and Group CEO Delayne Gray.

It prides itself on being involved at every stage of a project, from brief and design to installation and all-important after-sales service. With a hands-on work ethic, it is dedicated to transformation and making a positive social impact. This initiative begins ‘at home’, with its more than 160 staff members, who receive additional training and are encouraged to adopt a mind-set of continual improvement. “The company was

built to service the community around them and has remained true to that vision since the very beginning,” says Gray.

SBS® Water Systems, a division of SBS® Tanks, is ISO 9001:2008 and OHSAS 18001:2007-accredited and scooped the Durban Chamber of Commerce Exporter of the Year Award in 2014. A stated company objective is to continuously improve the efficiency and effectiveness of the company through the ISO9001:2008 standard.

The ZINCAL-UME® tanks, which are approved for potable water, were designed

in collaboration with leading structural engineers to safely contain hazardous materials and withstand harsh climatic conditions. This has made them ideal for use in the mining industry, both locally and abroad. These robust, low-maintenance vessels have a lifespan of more than 65 years under normal climatic and operating conditions, and are sold with a 12-month guarantee and a conditional ten-year non-leak warranty (provided the tank is installed by an approved SBS® Solutions installer).

The wall panels and roof sheets of all SBS® Tanks are made of steel

that is hot-dipped and coated with a molten alloy of 55% aluminium, 43.5% zinc and 1.5% silicon (ZINCAL-UME®), which renders the tanks resistant to corrosion. All tanks are fitted with an approved liner to prevent water ingress. The company supplies tanks with capacities from 12kl right up to 3.3Ml – they are versatile, with a wide range of standard and special fittings available.

SBS® Tanks has built more than 1 000 tanks in South Africa and completed installations throughout Africa and as far afield as the UAE, Myanmar and New Caledonia.

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# Margin erosion is turning the spotlight on the warehouse

By Harry Menear

FOR retailers, consumer demand for faster, more visible ecommerce deliveries and spiralling returns are creating massive downward pressure on margins. There is growing board level recognition that existing warehouse operations are simply not designed to support the challenges of omnichannel fulfilment. A highly automated warehouse is now essential if retailers are to satisfy rising customer expectation while remaining profitable.

Robotics are clearly set to play a key role in improving picking and packing processes; but automation is just part one of the equation. How can retailers create an efficient warehouse operation that supports both store and direct-to-customer fulfilment? What is the optimal balance between man and machine? From ensuring robotics and workers interact effectively with carefully honed 'co-bot' processes, to embracing order streaming to efficiently blend multichannel fulfilment, Craig Summers, UK Managing Director, Manhattan Associates explains how the next generation of warehouse operations

will not only halt margin erosion but deliver new levels of retail profitability.

## Multichannel Fulfilment Challenge

Over the past decade, retailers have made valiant attempts to fulfil customers' evolving expectations across multiple sales channels. But with returns spiking and demand for next day delivery now ubiquitous, current logistics processes are no longer adequate: the cost of fulfilment is driving margins down to untenable levels.

Despite the huge rise in ecommerce, few retailers would claim to have warehouse operations truly optimised to support current demands. These warehouses were designed to support fulfilment to store, leveraging the 'Wave' approach to efficiently pick and pack big batches of predictable demand. Adding large numbers of highly unpredictable, fast turnaround, individual customer orders into the mix creates a very different, very challenging warehouse environment.

For many retailers, the only way to meet customer delivery pledges is to throw additional staff into the mix. But

this is not a sustainable approach: with a tough economy, adding staff is unaffordable, eroding margins even further. With the highly publicised recruitment challenges, adding staff is often unachievable, especially during any short sale events. Additionally, the arms race in order cut-off time for Next Day fulfilment places further strain on the warehouse, leading to staffing up on expensive night shifts that only erode margins further.

How can retailers optimise warehouse operations to support the new fulfilment demands? What is the best approach to cost effectively and efficiently manage both store and customer fulfilment to address the apparently inexorable margin erosion?

## Next Generation Robotics

Automation and robotics are without doubt key areas of investigation in 2019, as retailers gain confidence in the growing maturity of the technology on offer. From autonomous mobile robots (AMRs) to sorting equipment, conveyors and automated storing and retrieval systems (ASRS), there are any

number of options for streamlining operations. Certainly, the productivity benefits are compelling: a recent market survey conducted at IDC found that over 70% of the time, commercial service robotic technology delivered double-digit improvements to productivity, efficiency and capacity.

While not designed to replace people, the latest generation of AMRs offers new levels of sophistication, enabling retailers to seamlessly blend man and machine to optimise efficiency. For example, mobile robots with arms can perform picking; robotic arms can be used for sorting; while robots equipped with RFID readers can automate inventory management.

The most notable step forward is that robotic technology is now designed to work with people, to collaborate with the human workforce throughout a warehouse environment. With sensors and vision, as well as artificial intelligence, robotic design includes a raft of safety features to enable effective and controlled human interaction. This level of innovation opens the door to new 'co-bot' workflows that offer significant improvements

in flexibility and productivity to further reduce warehouse costs and increase margin.

## Co-Bot Efficiency

With the ability to effectively combine man and machine throughout the warehouse, retailers have the opportunity to reconsider the most effective way a warehouse operation can handle the new demands created by a blended fulfilment model. To fulfil multiple small orders, retailers have added new areas for product packing and dispatch, affecting the design of the warehouse operation. The way order picks are prioritised within a multichannel warehouse operation is also far more challenging and complex.

The Wave approach of bundling a number of orders into one batch that is picked over longer time scale – such as two hours – works brilliantly for store fulfilment. The Waveless model, in contrast, manages every order as a discrete allocation of work, enabling fast, responsive fulfilment for small, more urgent orders and it is ideal for direct-to-consumer order fulfilment.

For warehouse operations now tasked with fulfilling these very diverse

requirements, what is the optimal method for combining Wave and Waveless operations whilst still ensuring essential targets – such as hitting a courier pickup window – are prioritised? This is where order streaming is invaluable, providing a method for optimally processing orders of all types with simultaneous Wave and Waveless operations.

Using order streaming, a retailer can combine Wave and Waveless approaches to maximise both efficiency and staff/robot utilisation, reducing costs and delivering greater product margin for both in-store and direct-to-consumer sales.

As orders are fulfilled – by workers, machines or a combination of both – the use of machine learning creates a process of continual improvement. By harnessing 'time to pick' data, for example, the system gains a better understanding of task completion patterns, ensuring the right level of work is allocated to the right resource. Essentially, the warehouse is in a process of continual improvement and optimisation, driving down costs and enabling retailers to incrementally address margin erosion.

## Conclusion

As the profitability of the ecommerce model comes under ever greater scrutiny, it is the way in which retailers approach the warehouse in 2019 that could separate the winners and losers. Automation technologies, including robotics, are incredibly exciting, offering significant opportunities for improvement and efficiency gain. But these technologies cannot be deployed in isolation. Creating seamless co-bot workflows will maximise the value of automation, enabling retailers to do more with less in the warehouse; but the environment must also be optimised to support the continually evolving blended fulfilment requirement.

By creating a warehouse environment where increasingly sophisticated robotics and automation can operate seamlessly and effectively with humans, whilst continuously learning to drive further efficiency and improvement, retailers will be able to fulfil ever rising customer expectations without compromising profitability.

Reprinted from Digital Supply Chain magazine.

## Cinderblock construction for cold store

THE Emantini Seed Bank in Swaziland has showcased simple construction methods and innovative use of materials so as to sculpt the

user's experience in an unexpected and inspiring way. It is hoped that this landmark project by the Paragon Group will encourage its rep-

lication as a template for similar Seed Banks elsewhere.

The Emantini Seed Bank is a hi-tech form of conservation to safe-

guard genetic diversity whereby scientists collect and document seeds, and then store them in a refrigerated facility, effectively creating a 'library' of plant genetics. The project consists of two well-insulated refrigerated storage facilities, a laboratory, amenities, and a courtyard space designed to host func-

tions.

The project brief specified a tight budget. "Our success is testament to how we, as a practice, can add value to any project by making the most of any budget. It also demonstrates our mastery in design, and a capability to work in any market sector," Paragon Group Architect Dewald Veldsman

explains. Mouaz Sabha assisted with the construction packages, while Kim Newell carried out the initial 3D visualisations.

Due to the budgetary constraints, the most cost-effective construction method was to use cinderblocks. "The humble cinderblock is no stranger to a rural context. By demonstrat-

ing that one can use unfinished, cost-effective concrete blocks to create a beautiful piece of architecture, you hopefully inspire and encourage others in the community to do the same," Veldsman highlights.

These cinderblocks were manufactured locally, which means minimal transportation costs. Some of the blocks were altered by placing them on their sides on a shutter board, and pouring concrete in to form a base. These altered blocks were then used for the 'holes' in the wall, as well as for planters and lights. The faces of the blocks were topped off with a matt sealer.

The Emantini Seed Bank is located on a private estate, and forms part of a private nature reserve, nursery, and botanical garden. The main contractor was AMS Construction, under the leadership of Director Carlos dos Santos, who collaborated with the Paragon Group on the Malkerns Square Estate and Matsapha Link Shopping Centre, both in Swaziland. These projects also focused on conventional construction methodologies, materials, and non-specialised skills.





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# Shipping container industry in SA hit hard by fraud

SHIPPING container fraud has been prevalent globally for the last couple of years and millions are lost to these criminal syndicates annually. The South African industry has also become a target and it is estimated that approximately R250 000 to R300 000 per day are lost to these scams in SA alone - lost revenue which could have created employment opportunities and improved the local economy.

Scammers often have fraudulent documentation in their possession, ranging from CIPC verification, bank letters, VAT registrations, BBBEE certificates and more.

So what can you do to empower yourself as to not become a victim as well?

Kashief Schroeder, Co-founder and director of Container Intermodal Trading (CIT), provides some useful tips:

**If it sounds too good to be true - it usually is.** Beware of container scammers with cheap pricing. Find out what the average market price is of what you are looking for and if you are quoted well below that, you are most likely being taken for a ride.

**Do not be fooled by a website or Google ads.** It has become so easy these days to register a domain or run an advertising campaign online, that you should not be fooled by these as to think that you are dealing with a legitimate company. Many fraudsters will do this and just copy content from a reputable company and even register a domain that is closely linked to a reputable company's name - by just adding an extra letter or word to it.

**If the only contact**



**number is a cellphone number - beware!** A reputable business should at least have a landline number as well. Most fraudsters operate out of West Africa, so they will not have a SA landline number necessarily. After you have made payment for a container, they will simply destroy the SIM card they have been using and you will never be able to track them down again. Even if you try and track their IPS address, you will find that most work out of internet cafes.

**Fraudsters do not always operate alone.** In most cases, they are syndicates working together. Therefore even if you deal with more than one person, do not be fooled.

**Do not be fooled by documentation.** It is so easy to fake information on documentation that once again, it might look legitimate, but looks are deceiving.

**What you should do - ask, ask, and ask more questions.** Do not be shy to ask as many questions as you want to. If you are purchasing a container, ask if you can come and meet the person you are dealing with, ask if you can come and view the container that you are buying. If you are being pushed to pay some kind of deposit before they agree to this, run!

**Ask for proof of own-**

**ership of the container you are purchasing and where it is.** If they cannot prove ownership, then you should be very wary. Also, 99% of the time, containers are stored at a depot. So the people working at this depot should be able to vet for the company you are dealing with.

**You should be depositing money into a business account.** Be very aware if you are asked to deposit money into an individual's bank account and not a business. Any reputable company will have a business account.

**Ask if the container is customs cleared.** Any container should be domesticated when entering the country (when purchased) and SARS will then issue the necessary documentation to state that it has been customs cleared. Proof of this should be provided to you.

Container Fraud is an online tool that can be utilised as a public awareness site for the consumer industry to check whether they might be scammed or not. Container Fraud Prevention provides a linked service to all registered service providers and offers a verification service on this public domain at [www.containerfraud.co.za](http://www.containerfraud.co.za) or contact [info@containerfraud.co.za](mailto:info@containerfraud.co.za).

# New shipbuilding facilities in Cape Town

VEECRAFT MARINE, a wholly-owned subsidiary of Paramount Maritime Holdings and African-based global aerospace and technology company Paramount Group, has opened new premises in Cape Town with the companies showcasing nearly twenty years of maritime platform manufacturing best practices and expertise while celebrating its strong expansion and ongoing investment in the growth of the African maritime industry.

Veecraft Marine has manufactured over 60 innovative maritime platform solutions in various classes since its inception in 2002, totalling more than R2 billion worth of contracts. Leveraging its expertise and specialisation in the construction of 20 to 30 meter vessels, the company has secured a strong order book valued at over R200 million. The prime location of

Veecraft's new facility provides excellent ease of access to the ocean, enabling the company to make significant cost and time savings in its logistical operations.

CEO of Paramount Industrial Holdings, Alison Crooks said: "We are delighted to open these facilities here in Cape Town, playing our part in unlocking the benefits of the 'Blue Ocean' economy in-country and across the continent. This is an important milestone in the growth and development of Veecraft Marine, and indeed a celebration of the skills and experience of the leadership team and every employee in the company."

"From these premises, we look forward to meeting the growing needs of our customers while strengthening Veecraft's value proposition and forging greater opportunities for collaboration with customers from across the continent,



providing our partners with world-class vessel design, incorporating the latest technologies and materials, training and long-term operational support."

The 2 500 m2 facility is home to 80 members of staff, surveying maritime vessel production processes first-hand and manufactured platforms in various stages of development, including 20 m workboats for South Africa's Special Forces, hydrographic motor boats for the South African Navy and a 24 m coastal reconnaissance workboat for a West African

customer, powered by Volvo IPS Pod Drives, notably the first commercial maritime vessel to be powered by these drives on the continent.

CEO of Paramount Maritime, James Fisher said: "It is a privilege to expand our market footprint and invest at home and in the home-grown capabilities of South Africa. This nation is a leader in maritime technologies with key research and development capabilities, and the people behind them representing a beacon of innovation for the continent at large."






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# Pipelay and accommodation vessel docks in CT for refurb

THE Jascon 30, a DP3 pipelay and accommodation vessel owned by the Dubai-based Telford Offshore, recently underwent refurbishment and refabricating work at Transnet National Port Authority's Port of Cape Town Sturrock Dry Dock. The work was carried out by repair company, Dormac Marine & Engineering.

Ship repair manager at the Port of Cape Town, Zwelisha Khuzwayo, said employees went the extra mile to dock the vessel, which is an essential asset in sub-sea pipe laying exercises for oil companies. "It

was docked safely using an alternative mechanism as the port is intensifying its maintenance programme on the Capstans and going ahead with the replacement of Capstans in all dry docks as part of Operation Phakisa," he said.

Following repairs the vessel will be deployed for use across the globe under its new name. Until earlier this month it was known as Telford 30.

TNPA is investing significantly to restore ship repair facilities with the intention of stimulating the repair sector to accommodate a greater volume of work and

position its ship repair facilities to be globally competitive.

The port authority's Operation Phakisa investments in Cape Town include R950 million allocated to modernise the port's ageing facilities including the Robinson Dry Dock, the Repair Pier and Sturrock Dry Dock, and the Syncrolift.

TNPA also announced earlier this year that the Sturrock Dock would receive a new floating caisson as part of the overhaul, which will enable one of the biggest dry docks in the southern hemisphere to improve efficiency.





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# Mission impossible – made possible

*Twenty locomotives safely home*

THE locomotives, owned by Grindrod Limited (Grindrod), the JSE listed Freight and Financial services company, had been contracted in 2012 to haul Iron Ore from Tonkilili Mine to Pepel Port in Sierra Leone. At the end of 2017 mining operations came to a halt and the counter party defaulted on their lease hire and maintenance payment obligations.

The recovery of the locomotives will allow for the realisation of their value through deployment into new contracts. A further four locomotives recovered at the same time had already been delivered from the same vessel to a client in Matadi, DRC en-route to South Africa.

At the request of the Government of Sierra Leone a further

ten locomotives have remained in Sierra Leone while efforts are made to resuscitate iron ore exports from the country. Depending on the success of those efforts these locomotives will either be entered into new long-term contracts there or will be shipped back to South Africa at the end of the year. In the meantime, Grindrod is enjoying competing demands from rail operators in the region for the locomotives and anticipates that the entire recovered fleet will be delivered to clients by the middle of 2020.

The shipment of the locomotives back to South Africa was a complex task, as the Port of Pepel is not deep enough to receive the large vessel required for the shipment and there is no railway line from

Pepel to Freetown. All 24 locomotives were railed some 75 km to a transshipment facility established close to the town of Lunsar, where the body of each locomotive, weighing 72 tons, was lifted off their bogies by a mobile crane contracted from the neighbouring country of Guinea and loaded on to specialised trucks. From there they were transported indirectly, avoiding weak bridges and other obstacles for 200 km on a mixture of tar and dirt roads, to Freetown Port where the locomotives were re-assembled with their bogies and subsequently loaded on a heavy lift project vessel for shipment to Matadi and Durban.

“What seemed an impossible task when first contemplated has been achieved by our team, from our land-

ing at Lungi Airport in Freetown on the 26th of March 2019, to securing the Sierra Leonean Government’s support, contracting the logistical expertise and assets from around West Africa and safely executing a complex land-side operation to delivery by sea to Durban only four months later is really remarkable”, said Andrew Thomas, CEO Grindrod Rail.

Said Andrew Waller, CEO Grindrod Limited: “We are very pleased to have successfully recovered these assets and are in the advanced stage of negotiations to contract the locomotives out to new operators. Thank you to the Grindrod team for their efforts in the negotiations as well as the careful planning and logistics required for the successful shipment.”

# Exporters lose out to alternative sources as port delays persist

By Liesl Venter, Freight & Trading Weekly

CONGESTION and delays at the Cape Town Container Terminal (CTTT) are reaching critical levels. In July the terminal was closed for a total of ten days due to bad weather, while a national go-slow strike exacerbated the situation. According to Terry Gale, chairman of the Exporters’ Club Western Cape, exports are suffering due to the lack of service predictability. “It is not just the congestion,” he said. “There is confusion about when stacks are open. This past week the stack on the American route was supposed to open on the Monday but by 10.30am no-one could confirm whether it was open or not. Containers loaded over the weekend had to be stored. This adds cost and it causes delays.”

He said services to the East were just as haphazard. “We have times when there are no vessels calling. Some exporters are being told by clients in the UK that they would prefer to import from Chile because while it may be slightly more expensive, there is certainty in delivery, which we simply cannot guarantee out of Cape Town right now.”

According to the Cape Town Harbour Carriers’ Association, truck congestion at the port is continuing to cause havoc. Whilst the problem is not inside the terminal, the long queues of trucks outside the port at any given

time are a clear indication of the challenge being faced.

According to Transnet National Ports Authority’s port manager, Mpumi Dweba, a new truck staging facility is on the cards for the port although it is only expected to become fully functional by 2025. “A long-term strategy for these challenges is not good enough,” a port user told FTW. “We need solutions now. We can’t wait until 2025. The staging cannot be a long-term thing. It needs focus now. We have a crisis now. Drive by the port today and see what is going on there.”

According to Mike Walwyn, chairman of the Port Liaison Forum, the port has been plagued by changing weather and wave patterns that have affected its productivity. “The congestion and delays being experienced in Cape Town are costing everyone – and the terminal acknowledges that,” he said. Surging in particular has become a major concern at the port – and this affects vessels that have already berthed. In July TNPA could not bring vessels in for more than 90 hours due to bad weather. “Finding solutions to these challenges has to be a priority,” said Walwyn. He said one of the reasons for the problem was the knock on effect of events further up the coast, notably at Ngqura and Durban.

“But there is also evidence that efficiencies at Cape Town have declined. In the past

recovery from port closures due to weather was commendably quick, but that no longer seems to be the case. It seems that there is increasingly a shortage of serviceable equipment which indicates that maintenance may be an issue,” he said.

The fruit industry has been particularly hard hit, with vessel operators cancelling calls at Cape Town in an attempt to maintain their global schedules. This results in huge additional costs for exporters, with containers in some cases having to be transported by road to Port Elizabeth to catch up with diverted vessels there.

A spokesperson for CTCT blamed equipment challenges and adverse weather conditions – which that included surging, high winds and fog – for the delays. “To address the weather challenges, the terminal has adopted initiatives on landside to continue servicing our clients and to maintain the fluidity in the terminal,” said the spokesman. “The terminal has held numerous engagements within the Transnet structures to look at the current fleet of equipment in the terminal. In addition, CTCT Engineering has embarked on a reliable strategy where an anti-sway mechanism is installed in the Rubber-Tyred Gantries (RTG) which will enable the RTGs to work in higher wind speeds, thereby cutting down on delays.

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## Supplier of choice in SA's dry docks



THOSE who have worked in shipyards, harbours and drydocks will be familiar with the pressure and constant urgency, which is exacerbated by frequent delays due to anything from weather to a backlog of vessels awaiting maintenance or repair.

When it comes to corrosion control, it is not something one can simply postpone and do later. The shipping industry's natural environment of salt-water means constant and precise corrosion prevention and maintenance is required.

This is according to Craig Swart, Fleet Manager at Rand-Air, a hire industry stalwart and provider of compressed air and portable power to a variety of industries – including the maritime sector – for the past 46 years.

“Proper corrosion control is therefore vital to every vessel's safety, and its ability to perform at sea. One of the most effective means to remove rust and corrosion from the hull of a ship is through sandblasting,” says Swart, adding that Rand-Air is a longstanding supplier of compressors used for sandblasting in the maritime industry, with fast response times, superior standards of quality and safety, and a depot in close proximity to the docks.

“We understand the importance of corrosion control, as well as the challenges our customers sometimes have to contend with. Customers often cannot tell for sure when a vessel will dock, so we sometimes need to provide equipment a day or two before the vessel actually docks. Weather plays a vital role too – should it rain, the customer cannot continue working – so again, this poses a challenge to operational efficiencies.”

By making it their business to support maritime customers

by offering a range of high-quality equipment and personalised service, Rand-Air has become the supplier of choice for many companies in the maritime sector.

“Our maritime customers place great importance on reliability, prompt back-up service and value for money. We work with them to ensure the necessary equipment and service is there when they need it. In addition to compressors for sandblasting, we also provide lighting towers for working at night,” says Swart.

Swart points out that, while typically in the local maritime industry, sandblasting is not done using oil-free air extensively, but rather using filters and moisture traps – possibly due to cost considerations – technically, and in the interests of optimal equipment efficiency and life,

100 % oil-free air is definitely preferable, and recommended, for the following reasons:

- 100% oil-free compressed air, which is a requirement in the maritime environment as any oil residue in the compressed air would contaminate the abrasive and blasted surfaces. Moisture in the abrasive blasting process causes flash rusting on the blasted surface and blast pot clogging. With 100 % oil-free air, blasting equipment efficiency and life is prolonged and equipment maintenance costs are reduced.
- Compressed air volumes from 750 CFM to as high as 1600 CFM or more at 7-10 bar (100-150 PSI) per blasting set up are typically supplied.
- Diesel units are the predominant choice unless the term of the rent and availability of power provide the option

for electric-driven ones.

Oil-free compressed air is used throughout industry where the purest compressed air quality is critical to the end-product and to the processes involved.

“As the leading provider of portable power and air solutions in the country, Rand-Air has the right solution for our customers, in that we are 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 Swart.

In addition to compressor, generator and lighting tower rentals, Rand-Air works closely with its maritime customers to ensure industry best-practice is adhered to. These include special attention to safety, environmental concerns, and security. According to Swart “Our maritime customers appreciate that we understand their industry. We know that most shipyards and industrial facilities are extremely concerned about any materials that end up on their property. This emphasises the need for spill containment on the rental equipment; as well as electric-driven units were applicable. We also pay close attention to safety and security and ensure that proper identification and check in/out procedures are met.” With its keen knowledge of the needs of the maritime industry, Rand-Air has built a reputation as the ‘go-to’ supplier when vessels require corrosion control and maintenance.

“We have worked hard to ensure we understand what our customers require in this demanding and fast-paced segment, and we are proud to be first on the list when they need assistance,” Swart concludes.

## Case study: the classical interference problem

CORROSION Engineering International, (CEI) was called upon in 2016 to provide a series of tests to evaluate abnormal conditions regarding a crossing of a pair of high-pressure natural gas pipelines owned by two separate operators taking custody at a shared regulator station from a transmission operator in the region. CEI was tasked by Operator A to provide insight as to the cause of the abnormal condition reported to Operator B. Our objective was to validate the findings reported to Operator B and ensure any negative effects attributable to the presence of Operator A's Cathodic Protection devices were properly mitigated.

CEI was able to identify a classic interference condition with negative impacts demonstrated upon Operator B. This

was found to be created by the close proximity of the two pipelines and deteriorated coatings present on Operator A's assets in the vicinity of the crossing. A series of prototype solutions were evaluated for effectiveness in accordance with industry best practices as supported by materials published through NACE International. The most appropriate solutions involved recoating several thousand feet of steel pipeline and possibly implementing a ground bed for the stray current drain.

However, a more expedient measure was sought in the meanwhile to limit the continued negative effects known to exist. CEI developed a prototype solution utilizing a temporary bond installed between adjacent test points on each system and a diode to control current direction.

The provided configuration demonstrates a traditional solution with increased cathodic protection current through non-conventional means. The diode, in this case, acted as a half wave rectifier acting upon a natively present alternating current (AC) induced upon Operator B's line. The solution arrived upon directed a portion of the AC signal previously discharged through the coating to instead divert to ground through the bond to Operator A. The observed effect was a more electro-negative shift in the average potential for Operator B, as well as a reduction in AC discharge observed throughout the line. The impact to Operator A owned assets was shown to be negligible as a result.

CEI recommended

that the bond solution be pursued through the installation of a set of test leads at the crossing, which was not previously installed. The 010 test point owned by Operator B was located directly over the crossing of the two lines which was intended to host the new leads and bond solution outlined herein.

The bond condition will stand as a temporary solution as Operator A has scheduled a partial pipeline replacement of the area early in 2017. Following this installation, Operator B's line requires a full inspection with an interrupt to ensure the resulting status does not elevate protection levels into ranges encouraging hydrogen evolution. Such a condition is cautioned as it could prove detrimental to the Fusion Bonded Epoxy coating type employed.

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## Coatings sector appeals to govt on dumping of Chinese aerosol spray paint



Deryck Spence.

THE SA Paint Manufacturing Association (SAPMA) has appealed to the Department of Health and the SA Medical Research Council to investigate the lead content of the increasing number of imported aerosol paint

spray cans now flooding the local market.

Deryck Spence, executive director of SAPMA, has told the two government departments that SAPMA member, Sprayon Paint, as well as the Aerosol Manufacturers' Association (AMA), has alerted SAPMA to the fact that the local retail market is being flooded by cheap Chinese paint aerosol cans being sold at low prices detrimental to local manufacturers.

"Not only does this threaten local manufacturing but the dumping of the Chinese aerosol spray cans also harms the work that SAPMA is doing on the reduction of lead in paint as there

is obviously no control on the lead content of products being illegally imported into the country," Spence has told the government bodies.

He says SAPMA serious doubts whether the imported paint in aerosols – predominantly sold in bright primary colours – are lead free. The lead content of bright coloured paint is usually very high.

"SAPMA would appreciate remedial action being taken by investigating all imported paint products from China so that it can be established whether they are in line with the import tariff codes as well as within the prescribes of the lead in paint leg-

islation," Spence has urged the government departments.

Spence says Prof Angela Mathee, director of the SA Medical Research Council, has promised immediate investigation of the aerosol imports. She has for long shared SAPMA's desire to combat leaded paints.

"Furthermore, the authenticity of some Chinese coating imports, generally, is highly questionable. There have already been cases of coatings imports from China that turned out to be sea water, and titanium dioxide shipments that turned out to be sea sand. Neither of these shipments was stopped by South African customs," Spence adds.

## CPF liners concrete surface enhancement harbour infrastructure

FIBERTEX geosynthetic solutions encompass Controlled Permeability Formwork (CPF) liners, designed for concrete surface enhancement in harbour infrastructure projects.

"The main functions of Formtex® CPF liners at harbours and ports are to improve the durability of a concrete structure, to extend its service life and reduce maintenance costs," says Clive Hitchcock, CEO, Fibertex SA. "Typical applications for this material include bridges, tunnels and marine structures.

"Degradation of concrete structures is normally accelerated by

the effects of salt water, high temperature and increased CO<sub>2</sub> levels in the air. However, Formtex design features ensure that project requirements, demanding a service life of concrete of more than 120 years, are adhered to.

"Apart from harbour projects, these liners are also used in water treatment plants, drinking water tanks, as well as dams and sluices."

Formtex is a two-layer CPF liner, consisting of a drainage layer that allows water and air to escape and a filter layer with a pore size designed to retain cement particles. When surplus water and air is drained

from the surface of the freshly poured concrete during compaction, the water/cement (w/c) ratio in the concrete cover is reduced. This results in a denser and stronger concrete, with a blemish-free surface.

Formtex CPF liners, which are suitable for the rounded shape of concrete elements, are suitable for use in the casting of bridge pillars and bridge spans, to ensure high quality, durability and low maintenance of the concrete elements that need to withstand highly aggressive environments.

Formtex also reduces the formation of blowholes and other blemishes on the concrete surface that normally require extensive deburring after the formwork is removed. The smooth, dense and strong concrete cover is dust-free and because there are no release agents, it is an ideal prepared base for further surface treatment or coatings.

Formtex CPF liners, which reduce micro bacterial growth, are a highly efficient alternative to slip agents for fresh water supply structures. CPF liners also minimise the penetration of graffiti media, making it easy to remove from a surface.

Formtex is designed for tensioned, glued or self-adhesive mounting to vertical or inclined surfaces. Once Formtex is attached, concrete casting is performed as usual. These liners can easily be removed from the concrete during formwork striking.

The Fibertex geosynthetics range encompasses nonwoven and woven geotextiles, gabions and mattresses, drainage pipes and fittings and erosion control and cellular confinement solutions. The company also supplies soil reinforcing products, including geogrids and geocells, as well as geosynthetic clay liners as part of composite lining systems in modern landfills.

Fibertex products are manufactured to consistent quality standards at all production facilities globally and are supported by a technical advisory and back-up service.

Fibertex, which celebrates over 50 years of business this year, manufactures the only nonwoven UV stabilised virgin PP geotextiles in Africa, with certification for durability of over 100 years. Fibertex geosynthetics include bridges, tunnels and marine structures.

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OVER the years, DeFelsko has pioneered many technologies including the first combination ferrous/non-ferrous gauge to automatically recognize the substrate and take a measurement, as well as the first, handheld ultrasonic coating thickness gauge for non-metal substrates including plastic, wood and concrete.

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off' probe interchangeability system. Instead of investing in an entire new instrument, one now need only buy an additional probe that can be swapped out with the last, allowing the user to economically and efficiently build up his collection of instruments.

Recently, DeFelsko Corporation launched their PosiTector SmartLink. The SmartLink, along with DeFelsko's free mobile

app, wirelessly connect PosiTector probes to a smart phone/device.

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- Lightweight and compact design—uses one AAA battery
- Auto-pairing Blue-

tooth Low Energy (BLE) connection works up to 10m away

- Add images to individual readings or batches using the camera or image library
- Rename batches and add notes using the keyboard or microphone
- Real time graphing and statistical analysis with the swipe of a finger

- AutoSync mode instantly backs up every reading to the cloud – No account required!

DeFelsko has also launched its own software, PosiSoft Desktop. PosiSoft is also free for download from the DeFelsko website. This powerful yet simple software makes it easy for the user to import readings directly from the gauge/smart phone/smart device via USB.



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# The SAISC Steel Awards celebrates diversity

THE 2019 entries for the SA Institute of Steel Construction (SAISC) Steel Awards contained an unprecedented level of diversity, from building type, size, ownership and construction/property value and from cost-effective to high-end. There has also been enormous diversity reflected in both the aesthetic and

functional use of steel in construction: from light steel frame building, to metal roofing and cladding, and the use of heavy structural steel.

“We are very pleased with the rich and multi-layered diversity we are seeing in the Steel Awards 2019. It reflects the nature of the diverse country we

live in, and the fact that people are using steel for a range of purposes to suit their needs,” explains SAISC CEO Paolo Trincherio.

The SAISC seeks to cultivate innovation and ensure that industry as an entity is future-fit, by promoting inclusive representation and diversity. This objective is also

practically demonstrated and embodied by its new Chairperson, Nicolette Skjoldhammer, who is the first woman to chair the board – and in its many female staff and members from steel-related companies all over the country.

“To make the most of South Africa’s human assets, we need

to empower people by respecting and appreciating what makes them different. This includes aspects such as gender, age, ethnicity, religion, disability, sexual orientation, education and nationality,” says Skjoldhammer.

The SAISC is aiming through events such as the annual

Steel Awards to create a sense of inclusivity and community; and to resonate with a wider audience, including a broad representation of generational and ethnic groups. Recently, in line with this objective, the Institute adopted the marketing tagline ‘See Yourself in Steel’ to promote cultural and corporate

transformation and to foster a strong, ‘future-proofed’ South African steel community.

“The reality of South Africa today, is one of diversity in all walks of life. The SAISC therefore encourages a safe, positive nurturing steel industry where differences are not just tolerated but are valued” concluded Trincherio.

# Mining in positive territory for first time this year

By Mamello Matikinca-Ngwenya, FNB Chief Economist

COMING off a low base mining production rebounded by 2.4% y/y in July, up from the revised 4.1% decline in June (-4.2% previously) and well above

Bloomberg consensus of a 1% decline. This is the largest year-on-year growth in mining production since June 2018. The largest positive contributors were iron ore, which increased 23.7% y/y and contributed 2.8ppt, followed by coal (8.6% y/y and 2.2ppt). The largest

negative contributors were diamonds (-39.1% y/y and -2.7ppt) and gold (-13.1% and -1.9ppt). However, when excluding gold, mining production increased by 5% y/y in July, demonstrating the relative importance of the commodity for the overall mining sector. The

gold sector has had many challenges, such as labour unrest, policy uncertainty, electricity supply constraints and high extraction costs. On a seasonally adjusted basis, mining production decreased by 3.8% m/m in July following increases in June and May of 3% and

3.1%, respectively. In the three months ended July 2019 seasonally adjusted mining rose by 4.1% when compared with the previous three months. Again, iron ore was the largest contributor (13.1% and 1.6ppt). This was followed by manganese ore (22.8% and 1.1ppt) and plati-

num group metals (3.9% and 0.9ppt). On a more optimistic note, while mining has been adversely affected by weakness in the majority of global commodity prices, the sector was the largest contributor to the overall economic growth in the second quarter of the

year (+14.4% q/q saar and contributed 1ppt to GDP growth). We are emboldened by the recovery in the sector and this could well set the tone for recovery in overall output heading into the close of the year, albeit largely due to a depressed 2018 base.

# A partner for stainless steel supply

UNCERTAINTY in business is costly, whether caused by vague government policies or unscheduled downtime on a process line - or a host of other issues that we face daily in business and in our lives.

Process plants face this difficulty particularly in unscheduled downtime due to unexpected maintenance issues.

Fabricators face this difficulty in uncertain workflow and not knowing what jobs will come next and what material they will require.

The solution for stainless steel requirements is to partner with a supplier who can manage this uncertainty by:

- STOCKING multiple product groups with a wide range

of items in those products groups. This includes the six large stainless steel product groups: flat products, sections, tubing, pipe and fittings, hygiene- as well as aluminium products. An experienced supplier will stock these items based on years of knowledge about when to have which items available off-the-shelf because there are jobs which are seasonal, with specific items used more during certain times of the year. An obvious example is fruit processing, but there are many more.

- HANDLING It is one thing stocking stainless

steel, but knowing how the product should be handled and transported is crucial because the material could be damaged or be cross contaminated if it is dual stock with carbon steel.

- TIME – QUICK TURNAROUND-Time is a crucial element in winning or losing the game, whether it is getting the process line up and running or sourcing a fabrication item ahead of your competitors. So quick turnaround time in finding the material, as well as the exotics, could make the difference between winning the order or losing it.
- TIME - DELIVERY If the product



is stocked and available, can you count on receiving it without delay? Does your supplier deliver twice in most areas daily? And does your supplier offer quick and easy turnaround on collections?

- TECHNICAL AND CORROSION ISSUE There are over 500 grades of stainless steel, each with specific properties. Does your supplier offer advice and guidance on material selection and preventing

corrosion issues to ensure low maintenance on the process line or for the fabricated item? NDE, stainless steel stockist and distributor in Montague Gardens, is a long term partner to many companies in process industries and to the fabricators who

supply both process and other needs to Western Cape industry offering a carefully crafted stockholding to suit customer requirements, twice daily deliveries and an in-house technical team to advise on material selection and corrosion prevention.

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# Air compressors – part of the solution to global warming

THE Intergovernmental Panel on Climate Change (IPCC) met in Incheon, Republic of Korea, (1-5 October) to agree on a plan of action

to limit temperatures from rising by more than 1.5°C this century. In light of this, Mattei is once again calling on industry to assess how

air compressor specification can make a difference to greenhouse gas emissions. Andy Jones, managing director at Mattei, comments:

“The industrial sector accounts for more than 50 per cent of global electricity consumption (6 673TWh), and of this, up to 20 per cent (1 335

TWh) is due to air compression and delivery to its final uses.

“With this in mind, it’s clear that energy saving and energy recovery in industrial compressed air systems should be recognised as an important consideration in any plan to reduce greenhouse gas emissions and curb global temperature rises.

“Whilst most major compressor manufacturers have successfully reduced their specific energy over recent years, there is much more to compressor efficiency than the traditional specific energy calculated by the conventional life cycle cost calculation (LCC).

“Mattei has long argued that traditional discussions fail to take into account changes in efficiency across the lifespan of a compressor – therefore, a true Life Cycle Cost (LCC) cannot be reached. Relying on the standard life cycle cost calculation does not factor in fundamental design issues and long-term wear and tear. As a result, buyers are being misinformed on the true running costs of units,

preventing accurate analysis of energy usage.

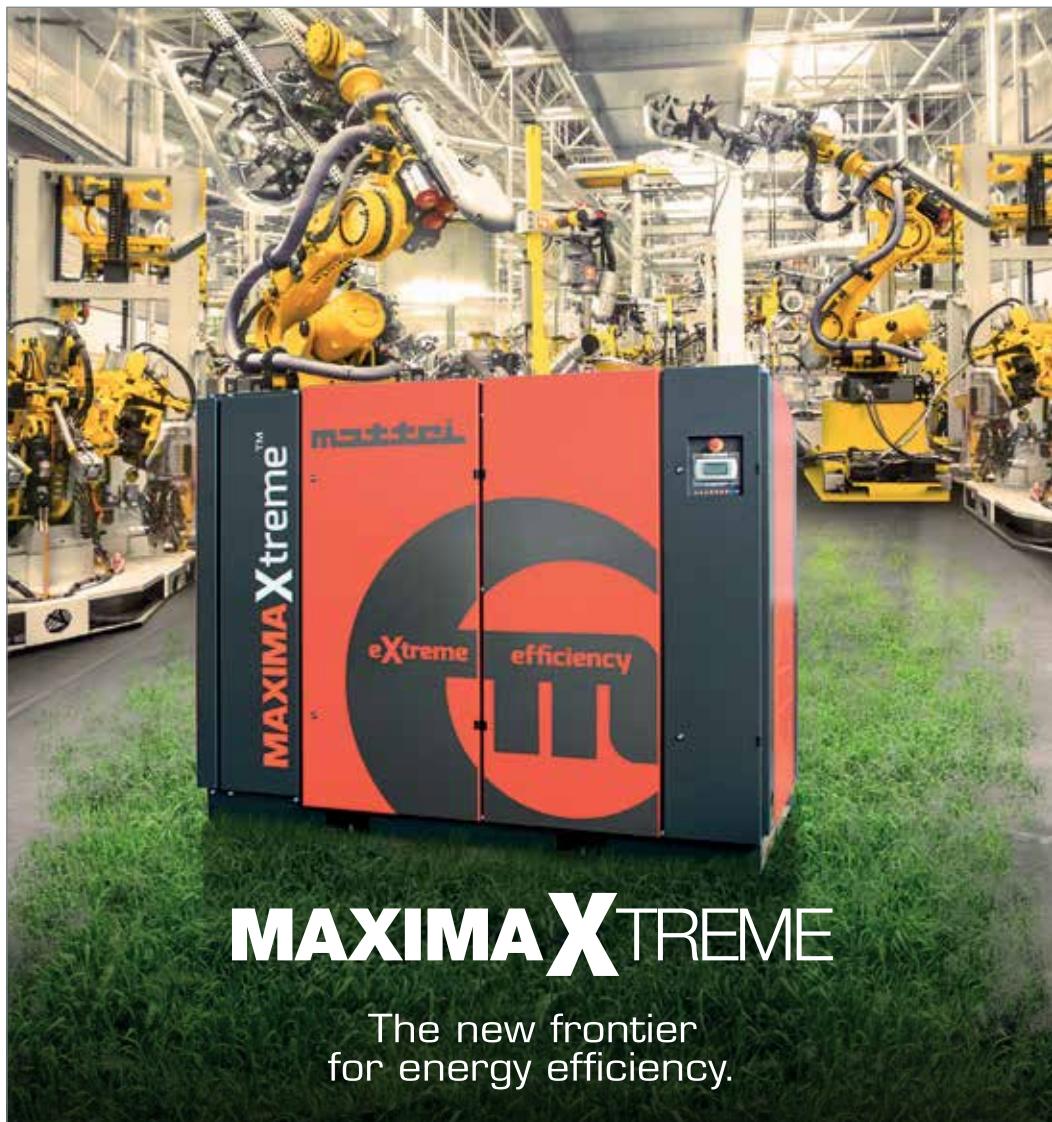
“Many are unaware that screw and vane compressors differ significantly in terms of lifetime efficiency. In the case of screw compressors, tests have shown that efficiency deteriorates from the beginning of operation, as roller bearings are subject to wear, contingent on speed and load. Although screw compressor manufacturers advise the substitution of all major rolling and thrust elements after a certain number of operational hours, any modification of the clearances is likely to have a significant impact on efficiency, as internal air leakage becomes highly likely.”

“By contrast, the efficiency of vane compressors can actually improve over an initial running-in period. With no roller and thrust bearings to experience wear within the unit, from the moment a rotary vane compressor is turned on the compression unit undergoes a polishing process. This also means that the manufacturing set clearances

are constant throughout the lifetime of the compressor. The benefit of this is two-fold. First, there will never be any loss in volumetric efficiency over time, and second the compressor will never require an overhaul to substitute the worn bearings.

“With these fundamental engineering differences between vane and screw compressors in mind, along with the previously discussed wear issues, it is clear that the standard LCC cannot be relied upon as a true representation of lifetime energy efficiency.

“In the face of global warming, and the devastating consequences that could accompany significant climate change, it is vital that we recognise the reality of compressor efficiencies and the impact that this can have on reducing industrial emissions. By choosing a rotary vane compressor, such as those available from Mattei, industry professionals can increase the efficiency of their outfits, and potentially help save the planet in the process.”



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tion, choosing the right partner, with the right credentials and track record to service a client base that demands the best.

The company's success over the past quarter century has much to do with its consistent quality of work, innovative designs and collaborative approach. Turnkey power generation solutions are supplied to a vast range of sectors including healthcare, financial, hospitality, transportation, water & sewage, communications, education, military, processing plants, NASA, data centres, mining and oil & gas.

As energy consumption continues to increase, efficient power generation and energy management will be a vital component to eco-friendly energy systems into the future.

Whether it's a small, integrated system or a heavy-duty gas fired power plant, or a full combined heat and power recovery unit, DES has the experience and expertise to provide the optimal solution.

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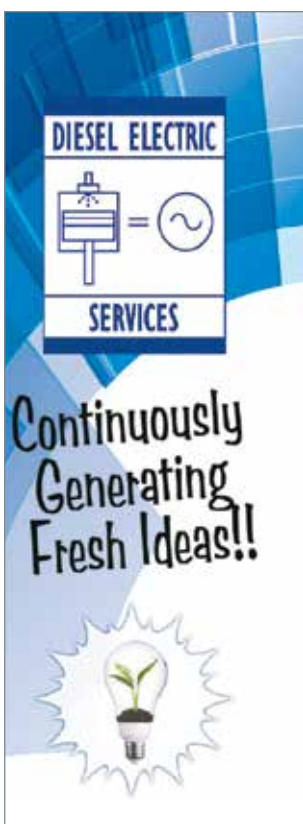
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- Hybrid Solutions
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# Manitou Centre in Western Cape goes from strength to strength

MANITOU Southern Africa, a subsidiary of the Manitou Group, opened its first Manitou Centre in Cape Town in January 2017 and has evolved into a connected 'one-stop shop' solution.

Recently appointed branch manager, Mr Collin van Blerk, has more than 30 years of experience in the material handling industry across agriculture, plant hire, construction as well as mining market sectors, Collin's appointment promises greater opportunities and further growth across both existing and new markets.

"Less is more" is the cliché to best describe Manitou's new ultra-compact telescopic handler..."

The Manitou Centre has a fully equipped workshop and a highly skilled team, able to repair and rebuild any Manitou that needs attention. A full after-market experience is provided to all customers for breakdown assistance, faulty equipment and services, both on and off site. The Manitou Centre also holds stock of all original parts for machines.

The Manitou brand offers a range of innovative material handling machinery which extends across a variety of industries. Manitou's extensive range of attachments for its telehandlers, TLB backhoe loaders and skid steer loader ranges offer reliable, heavy-duty performance for a range of applications with the benefit of one machine being capable of performing various functions.

"Less is more" is the cliché to best describe Manitou's new ultra-compact telescopic handler which has been perfectly adapted for poultry, construction and industrial customers looking for the flexibility of an ultra-compact telehandler, able to manoeuvre in confined spaces. This MT420H Buggy is the most compact in Manitou's MT range, small enough to negotiate the most confined, uneven and difficult to access spaces yet versatile enough for a variety of applications. Its short turning radius of 2.98 m and three steering modes (4-wheel, 2-wheel and crab) makes the MT-X 420 a machine

which is exceptionally easy to manoeuvre. This multi-purpose machine offers a lifting height of 4.30 m and a maximum capacity of 2.0 t.

For plant hire, brick manufacturers and construction compa-

nies, Manitou offers a range of telehandlers with capacities ranging from 2.0 - 4.0 t and lifting heights up to 18 m in the MT range. The Manitou TLB backhoe loader is ideal for digging and loading requirements in these

industries, offering an affordable and reliable solution.

In keeping up with the Internet of Things (IoT), Manitou offers a digital platform (also available as a mobile app), termed Easy-MANAGER, whereby

customers can monitor their machine(s) in real time. By collecting data and converting it into valuable information, it helps customers to safely and accurately manage their day-to-day operations.



Collin van Blerk, Manitou's CT branch manager.



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# Regular lift truck audits “imperative”

FORKLIFTS have changed dramatically over the years, but the basics of good equipment management haven't changed nearly as much as the lift trucks themselves. The precepts remain centred on operational and maintenance practices that can help save owners from safety hassles, downtime and burgeoning repair costs. To achieve this, it is crucial to make sure that lift trucks are always in optimum working order, both from a performance and safety point of view, thus regular equipment audits are non-negotiable.

According to Mike Keats, Director at Goscor Lift Truck Company (GLTC),



equipment audits are particularly significant when it comes to health and safety. He reiterates that warehouses and other forklift environments should be places

where operators, pedestrians and managers feel safe and secure as they seek to accomplish important tasks.

“Regular lift truck audits are imperative,

firstly from a health and safety perspective, and secondly, from a performance standpoint. Remember lift trucks engage in rigorous activities daily and

it is vital to ensure that operators and pedestrians are kept safe at all times,” says Keats. “National and global standards have to be met and aligned with at all times. Therefore, end users should audit their MHE suppliers to ensure that the equipment is in a safe working order and free of defects.”

Keats adds that audits should address several safety aspects on all working parts, specifically lifting mechanisms, as well as all other equipment components such as brakes and engines, among others. “Equipment audits ensure a safe working environment, more productive equipment and operators, as

well as product longevity. A well maintained machine will last far longer than the one not maintained properly,” says Keats, adding that maintenance contracts are encouraged so that the supplier will take the lead in an effective maintenance regime.

Several parties are involved in equipment audits. “Customers, load test companies, ISO and OHSA auditing firms can all be involved in the audits. Operators should audit MHE daily and specialists from the lift truck companies should get to audit and check the equipment at service intervals,” he says. Adding to this, the

FMX Fleet Management System with interactive display ensures that operators cannot start their equipment without completing a full maintenance checklist. The FMX Fleet Management System also provides real time feedback and control on various equipment components, including engines, tyres and load.

“We regularly audit all equipment on all sites, through our technicians during service intervals, which are typically done at regular intervals. We also do audits via our product support and technical teams which conduct regular site visits to all major clients,” says Keats.

## SA expertise for Chile hydroelectric plant

CHILEAN construction and energy concern Besalco has taken delivery of a South African manufactured hydroelectric turbine maintenance crane, tapping the experience of manufacturer Condra to meet the special high-lift requirement. Condra shipped Besalco's 70/10-ton machine in July, an important step towards building its high-lift profile abroad.

The crane will be installed at a new hydroelectric plant under construction in

the south of Chile.

In Africa's central and southern states, Condra has for many years been widely acknowledged as the market leader in high-lift crane design and manufacture, a reputation resting largely on the durability and reliability of the company's K-Series hoist range.

Manufactured since 1972 and installed worldwide under a wide variety of operating conditions, Condra's robust K-Series has proved particularly

dependable under the conditions of increased mechanical strain associated with high lift.

The installed base includes lift heights of an impressive 150 metres.

K-Series hoists are produced in three main configurations: foot-mounted, monorail and double-rail crab, with lifting and reeving arrangements that include centre-lift.

Fully covered hoists provide lifting capacities to 32 tons, while open-drum units have

capacities in excess of 250 tons.

Features on all models include electromagnetic DC disc brakes, standard frame-size motors with parallel rotors, double-acting limit switches, solid bronze rope guides and totally enclosed splash-lubricated gearboxes.

Condra uses silumin rotor cores to enhance K-Series motor-starting torque in the high-lift role, and offers variable speed control on the drives to enable precise load positioning even on lifts of 100 metres and more.

The modular design of the K-Series allows rapid modification to specific high-lift application requirements (including lift speeds as quick as 1 m/s – fifteen times faster than the 4 m/min found in standard mine workshop

applications), resulting in delivery times that are usually the shortest available.

Standard hoist speeds go up to 18 m/min.

All Condra products are manufactured to ISO 9000 standard, with the full Condra range of cranes and hoists covering capacities from 250 kg to 500 tons.

Hoists with capacities of 2 tons and more are manufactured in Gauteng at the company's premises in Raceway Industrial Park, while Condra serves as the sole South African distributor of Hitachi electric chain hoists for applications below 2 tons.

All Condra cranes and hoists are delivered with a two-year guarantee and optional service contracts.

The company boasts



Condra open-drum K-Series hoist (yellow), under manufacture and showing the electric motor. Above this hoist (on the orange crane overhead) can be seen a smaller, fully covered K-series hoist mounted on a double rail crab.

a manufacturing pedigree going back more than 50 years in manufacturing, construction and mining, and claims

the highest local content of any overhead crane supplier in the central and southern African region.

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## Eleven overhead cranes installed

MORRIS Cranes, a division of Morris Material Handling SA (Pty) Ltd, and the sub-Saharan agent of ABUS Kransysteme GmbH has supplied and installed lifting equipment at Africa Steel and Tube's 40 000m<sup>2</sup> site in Alrode, Johannesburg.

Africa Steel and Tube specialise in precision drawn steel tubing (round, square, regular and tubing and lip channel).

Morris Cranes supplied and installed:

2 off 5 ton ELK Single Girder ABUS Cranes with a 23.98m Span and a 5.28m height of lift

4 off 5 ton ELK Single Girder ABUS Crane with a 25m Span and a 5.36m height of lift

All 5 ton cranes will



be utilised in the handling of smaller diameter round and square tubing.

1 off 10 ton ELK Single Girder ABUS Crane, with a 23.12m Span and a 5.2m height of lift

2 off 10 ton ELK

Single Girder ABUS Cranes with a 25m Span and a 5.2m height of lift

The 10 ton cranes are used for the larger sections of round and square tubing and lip channels.

1 off 25 ton ZLK Double Girder ABUS

Crane with a 25m Span 5.98m height of lift

1 off 32 ton ZLK Double Girder ABUS Crane with a 23.12m Span and a 5.84m height of lift

These cranes are utilised in the coil handling section



# Cape Town operation boosted

TO enhance its service to its Western and Eastern Cape customers, Stone-Stamcor has embarked on a business improvement project for its Cape Town branch. Previously in Maitland, its new location is Unit A4, in the Pinelands Office Park.

With a long history of local manufacturing and product distribution, dating back to 1942, the company prides itself on supplying the best product range to the electrical and mechanical industries, along with premium customer service to its clients throughout South Africa.

The company is ISO 9001 certified and is a SANAS accredited BBEE level 2 certified.

### Moving to a secure office park

Mark Talbot, sales manager for Stone-Stamcor explains that the move will officially take place in November 2019.

“Our clients will find the new premises is much improved in all aspects. Firstly, the office park is secured with 24-hour security, which means collections and drop-offs will be safer and less stressful.

In addition, the location provides for easier access and parking will no longer be a problem as there is more space for visitors as well as the strict access controls at Pinelands Office Park.

### New faces in Cape Town

Mark Talbot will be taking over the role of branch manager for the Cape Town branch while the role of sales and customer service has been assigned to Wendy Thom, who has over 20-years of sales experience in the electrical industry in the Western Cape region.

Clinton Alexander is currently the storeman for Stone-Stamcor and handles internal sales with assistance from Sharon Kirby who also is responsible for office administration.

### Full range of products available

Talbot says that the full range of products will be available from the Cape Town branch along with repairs and advice on the whole product range.

The Stone-Stamcor Electrical Division manufactures a com-

prehensive range of copper and aluminium compression cable connectors (lugs and ferrules) locally for a fitment to cable conductors, which comply with the SANS IEC 61238-1 standard.

The locally manufactured products are supplemented with other types of con-

nectors for earthing and customer specific solutions for special applications.

Also supplied is a full range of compression crimping and cable cutting tools.

The Mechanical Division represents several renowned international companies with high-quality

brands.

It can supply a range which includes industrial gearboxes, motors, linear motion control products, converting industry products and rotating unions.

The company can be contacted at: info@stonestamcor.co.za, Tel: +27 21 511 8143.



Clinton Alexander.



Wendy Thom.



Sharon Kirby.

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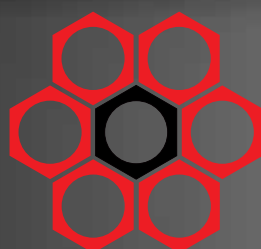
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**Toggle Switches**

**Torque Shear Lugs & Ferrules**  
Tested to IEC 61238-1

**Insulated Terminals**

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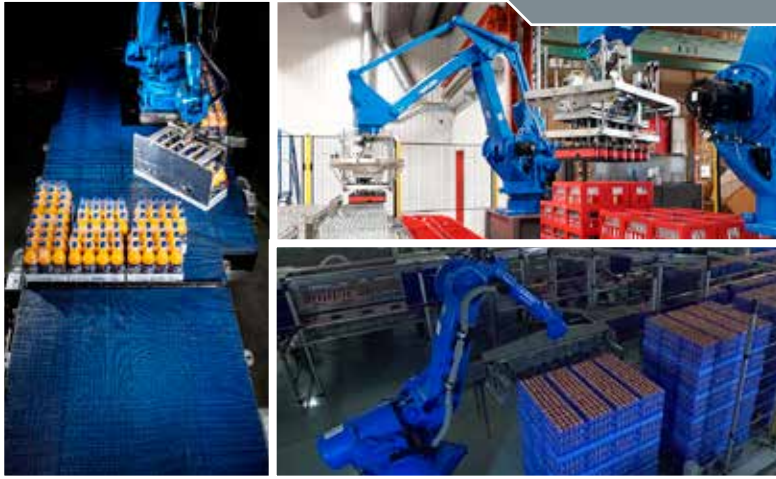
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Various YASKAWA Robot Palletizing applications.

## Greater productivity and better working conditions with a robotic solution

SINCE 1991, YASKAWA Southern Africa has installed in excess of 2 000 MOTOMAN robots into the South African industry.

YASKAWA MOTOMAN offers manufacturers a wide range of robotic solutions for picking, packing and

palletizing. When using flexible robotics with 2D and 3D vision systems, specialized software and tooling, companies are able to customize its shipping and receiving without sacrificing speed and accuracy. YASKAWA robots are

accompanied by a host of innovative technologies designed for flexibility, ease of use and enhanced productivity which include:

- 4-, 5-, or 6-axis palletizing robots with payload capacities from 50 kg to 800 kg

- MotoSight 2D and 3D robot vision systems to enable palletizing and de-palletizing in structured or unstructured environments
- MotoSim®, a comprehensive software package that provides accurate 3D simulation of robot cells as well as reach modeling, cycle calculations and off-line programming of complex systems
- Complete palletizer systems, engineered by robotic packaging integrators and OEM partners.

Packaging technology relies on powerful and reliable automation components. For plant operators, unplanned downtime is not acceptable, particularly at the end of the production chain.

In order for automated processes to run with precision, all of the individual components from the controller to the robotics must work together seamlessly.

YASKAWA has long established itself as a reliable automation partner in the world of modern packaging technology.

Powerful motion controllers and drive systems, combined with a wide range of robot solutions specifically for packaging systems, enable quick and convenient machine solutions.

Bottling is an important stage in many manufacturing processes where liquid products are packaged as part of the final stage of production, for example in the brewing, distilling and beverage industries.

The patented Air-Grip bottle gripping tool and MOTOMAN robots by YASKAWA features a unique combination of state-of-the-art industrial robots equipped with patented grippers which are designed for safe handling of bottles at very high speeds.

The physical bottle lifting process is a key part of this process and a combination of an air gripper tool and sophisticated robot controller is helping manufacturers to get a better grip on their bottles and improve their bottling process.

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# Towards a sustainable environment – the win-win solution

THE National Cleaner Production Centre, South Africa (NCPC-SA) and the attendant Industrial Energy Efficiency (IEE) Project have had remarkable successes since its inception in 2010, helping companies make tangible savings and adopt sustainable energy optimisation, while substantially reducing their carbon footprint.

In the first of what we see as a series of case studies, we outline the work and aspirations of NCPC and IEE.

NCPC-SA is a national programme that supports industry in the implementation of resource efficient and cleaner production (RECP) methodologies – helping companies to save through reduced energy, water and materials usage, and improved waste management.

The Centre is a programme of the national Department of Trade and Industry (the dti) hosted by the Council for Scientific and Industrial Research (CSIR). The services of the NCPC-SA are, at this stage, fully subsidised by the South African government to enable companies to proactively address environmental compliance, as well as contribute to reducing the strain on national energy and water resources.

The Centre's mission is to foster the efficient utilisation of resources, reduce tangible and intangible costs and improve industry competitiveness of the participating companies in a sustainable manner.

This is achieved through the following four strategic objectives:

- Awareness raising, advocacy and demonstration of the benefits of RECP.
- Technical support to industry through RECP methodologies and tools.
- Facilitating implementation of RECP in industry.
- Capacity building and development of RECP skills.

Within these four objectives core services are offered across four thematic areas: energy, water, materials and waste.

## Industrial Energy Efficiency Project

Due to the energy crisis and ever-rising costs of energy in South Africa, the NCPC-SA has a strong focus on supporting SA industry in managing its energy consumption. In partnership with UNIDO, (United Nations Industrial Development Organization) the NCPC-SA promotes and implements Energy Management Systems (EnMS) and

Energy Systems Optimisation (ESO) through the Industrial Energy Efficiency Improvement Project in South Africa (IEE Project).

Since 2010, the IEE Project assisted around 150 companies to implement ISO 5001-aligned EnMS and optimise key industrial systems such as fans, pumps, compressed air, steam and motors.

Actual energy savings of 2 120 GWh of energy have been recorded to date, enough to electrify 295 000 middle income SA households for 12 months.

### Industrial Symbiosis Programme

The NCPC-SA is leading the implementation of the national Industrial Symbiosis

(IS) Programme with implementing partners in three South African provinces – Gauteng, Western Cape and KwaZulu-Natal.

Through the IS Programme the NCPC-SA engages separate industries and sub sectors in a collective approach to promote competitive advantage involving the physical exchange of materials,

energy, water and companies by-products. Visit: <http://ncpc.co.za/waste> to read more.

### Sectors served

The NCPC-SA has until now focused primarily on the manufacturing sector, with a few other key sectors supported to some extent.

National Context: In South Africa, com-

mitments have been made to green-house gas (GHG) reduction and there is a critical need to reduce energy demand.

But the need for industrial growth, linked directly to economic growth and job creation, is of equal importance and so these two potentially divergent demands must both be met to ensure a healthy socio-economic

future for South Africa. Involved Strategies and Policies include:

- National Development Plan
- Industrial Policy Action Plan (IPAP)
- National Skills Development Strategy (NSDS)
- The dti's Green Economy focus. Amongst others.



## How to become a leader in your industry with energy savings

### South African Industrial Energy Efficiency Project



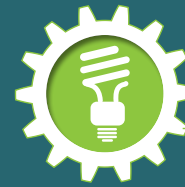
#### Step 1 | Get informed

2010 – 2018 the NCPC-SA's South African Industrial Energy Efficiency Project has facilitated energy savings worth R3.3 billion and continues to support companies of all sizes on the journey to sustained energy savings. For more information and case studies visit: [www.ncpc.co.za](http://www.ncpc.co.za)



#### Step 2 | Sign up for

- » Assessment and optimisation of high energy use systems
- » Implementation of energy management systems aligned to ISO 50001
- » Subsidised training courses with internationally recognised experts
- » Advice on funding models and access to energy finance



#### Step 3 | Save

IEE Project cumulative savings (2010 – 2018)



Company  
**84 plants**  
report savings



Energy  
**4 286 GWh**



CO<sub>2</sub>e  
**2 997 062**  
million tonnes



Financial  
**R3.3 billion**



#### Contact information

[www.ieeproject.co.za](http://www.ieeproject.co.za) | Tel: 012 841 3772 | [www.ncpc.co.za](http://www.ncpc.co.za)

#### Project funders



#### International implementing partner



#### Project implementers





# Recycling PET plastic bottles – 6% improvement

AS the global movement away from single-use plastics gathers momentum, South Africa continues to make significant strides in its PET plastic recycling efforts. According to the latest statistics released by national industry body PET Recycling Company (PETCO), 98 649 tons of post-consumer PET plastic bottles were recycled last year alone, saving 612 000 cubic metres of landfill space and lessening the country's carbon emissions footprint by 148 000 tons. This represents a 6 per cent increase on the

2017 figures of 93 235 tons of polyethylene terephthalate (PET) bottles recycled.

PETCO chief executive officer Cheri Scholtz said an average of 6.2 million PET plastic bottles were collected for recycling across South Africa every day last year, creating 68 000 income-generating opportunities for small and micro-collectors – up from the 64 000 total for 2017. In addition, an estimated R1.2 billion was injected into the downstream economy, through the manufacturing, distribution and sale of products

made from recycled PET. Describing the results as 'encouraging', Scholtz said it meant that PETCO was on track to meet its target of seeing 70 per cent of post-consumer PET bottles recycled by 2022, adding that 2018 had seen unprecedented pressure and attention on plastics in the public space.

'Now, more than ever, companies failing to address environmental performance in product design and development will find it increasingly difficult to compete in the global market. 'Globally, product steward-

ship or Extended Producer Responsibility [EPR] has become the requirement for all producers. In South Africa, the Waste Act now makes this a legal requirement,' said Scholtz.

'Clearly, it cannot be right to allow plastics to leak into the environment, but neither is it acceptable to lose the opportunity to utilise plastic as a fit-for-purpose and cost-effective material for so many applications.' She said PETCO had responded to the call by the Department of Environmental Affairs and submitted an

industry waste management plan last year, which she described as a 'massive collaborative effort' by all stakeholders in the PET value chain. 'Creating the right balance of legislative drivers and positive long-term business conditions will allow a viable and resilient system to be established which demonstrates the value of plastics as a circular material and prevents plastic in the natural environment. EPR is seen by many as one of the key drivers to achieving these aims,' said Scholtz.

PETCO chairman

Dr Casper Durandt, who is also head of sustainable packaging for Coca-Cola's Southern and East African business unit, explained that high collection and recycling numbers could only be achieved by industry players working together as a team. 'Brand owners must design packaging to be 100 per cent recyclable by, for example, removing colour, PVC and multi-layered packaging,' Durandt said. 'We in the PET industry must also work together in collaboration with other material streams to optimise the collec-



tion of post-consumer packaging and create sustainable jobs in the process.'

## New five colour printer



DTM Group has added OKI's Pro1050 digital LED five-colour label printer to its product portfolio to be distributed through its subsidiary DTM Print (formerly Primera Europe). Working closely with OKI Europe, the EMEA head office of the Japanese printer manufacturer, DTM Group will make the device available through its distribution channels in Germany, Switzerland, Austria, Spain, Portugal, Ireland and the CEE region. With its expertise and experience in the range of digital label printers, the company has contributed significantly to the success of Primera Technology's well-known LX- and CX-Series Color Label Printers in the EMEA region.

In particular, it has positioned the CX1200e Color Label Press and the FX1200e Digital Finishing Sys-

tem as the most successful medium-run label printing system in the European market over the past decade. OKI's Pro1050 Label Printer is based on LED technology, can print in five colours (CMYK + W) and handles medium to large runs of colour labels on demand. With the unique fifth colour option 'white', the Pro1050 sets new standards in creativity in its class. In addition to the roll-to-roll printing option, the integrated cutter allows the output of handy label stacks.

Similar to laser printers the OKI Pro1050 uses a dry toner electro-photographic process to develop the image on a light sensitive drum which is transferred by electrostatic charge via an image transfer belt and fused by heat to the media. This technology produces labels that are waterproof and UV resistant. In comparison to traditional

laser printers, where the image is created by a rotating laser beam, the OKI Pro1050 uses static LED lines which means lower maintenance and longer lifetime cycles. LED print heads deliver a precise pixel setting for crisp and brilliant labels.

Print engines with LED technology require less space as there are no rotating parts or optics necessary, making the printer smaller, environmentally friendly and energy efficient, using significantly less raw materials in the manufacturing process.

For printing white only or white with colour on transparent or coloured labels customers can choose either from standard materials or the wide selection of DTM certified Genuine Label Stock for dry toner: starting with matte and glossy papers extending to transparent, matte and glossy polyester films as well as special coatings such as textured or silver, gold, black and other coloured materials. With the OKI Pro1050 impressive waterproof and UV resistant labels with an excellent photo-realistic print quality can be produced.

## World anti-counterfeiting packaging market to top \$4.0 billion in 2024

THE global market for brand protection, anti-counterfeiting and security packaging components is forecast to grow during the period 2019–24 at a compound annual growth rate (CAGR) of 4.4 per cent to \$4.0 billion. This reflects a situation where anti-counterfeiting remains an industry priority, but the focus of this battle is shifting away from the use of physical security features and anti-theft technologies – causing a challenge for the whole industry.

The Future of Anti-Counterfeiting, Brand Protection, and Security Packaging to 2024 identifies the following factors driving the industry today. E-commerce outpacing overall retail sales growth – Globalisation and e-commerce continue to grow at an astounding rate. By 2022 it is expected that close to 20 per cent of retail will be conducted online or via mobile.

Counterfeiting moves from offline to online – As e-commerce continues to gain ground, counterfeiters are changing their hunting grounds

as with a recent shift from selling counterfeits via marketplace sites, such as eBay or Taobao, to selling via social media sites such as Facebook. Increased stakeholder collaboration – Brand owners do not wish to carry the burden of brand protection/IP infringement all by themselves. Consumer education shared resources and shared action with government authorities are increasing and will become even more effective in the coming years.

From optical to digital – The brand protection industry is moving away from optical security features that are identical for each item to digital features that allow consumers and authorities to inspect the authentic integrity of each item throughout its production and distribution life, and that allow brand owners to interact with consumers (and vice versa). Brand protection to IP protection – The landscape is shifting from brand protection conducted through product focused anti-counterfeiting features and security packaging, to

intellectual property (IP) protection embodied in tracking, analysing and enforcing cases of online infringement.

Track and trace – Track and trace technologies that enable a product's status to be captured through the supply chain, and to retrospectively identify and verify its path; are the fastest growing area of this market. Platforms technologies – In response to the broader definition of threats facing brand owners, suppliers are developing integrated platforms that allow brands to comprehensively address physical retail, supply-chain and online threats.





Holograms machine authentication – As the brand protection industry is moving from optical to digital authentication methods, and track-and-trace systems emphasise coded systems to create integrity in the supply chain, there is a market opportunity for holographic marks that can be authenticated automatically or via a smart device. Alternatives to RFID and barcodes – Printed electronics systems

use conductive, semi conductive, and/or dielectric ink to create a printed circuit board. There are a host of new applications enabled by printed electronics that were not previously viable using conventional electronics.

Consumer interaction – Brand owners regard smartphones as an essential medium to interact with their customers and it is an increasingly important element both for law enforcement but especially for brands in the campaign against fake goods. There are significant differences exist depending on region, age group, education and income.

Smithers Pira's latest market report, 'The Future of Anti-counterfeiting, Brand Protection and Security Packaging to 2024' provides exclusive data forecasts for anti-counterfeiting and brand protection features in packaging across 2014–24 with expert insight into the changing needs of this technology-driven sector.

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## Scheming and slandering: a president loses it

Continued from back page

“Which reminds me. A whistleblower reported these and related matters to his superiors, who also found Trump’s conduct disturbing.

The White House, however, hid the report on a server reserved for top secret matters concerning the security of

the state, but eventually released a censored copy to Congress.

“On the same day, Nancy Pelosi, Democratic leader of The House of Representatives, announced that a formal impeachment inquiry was being launched. Trump has been in a fire and

fury mood ever since, firing off tweet storms of slander and malice, including the civil war threat, Jean-Jay. That is what is going on.”

E-mail: [noag@maxitec.co.za](mailto:noag@maxitec.co.za)

## Goreballs isn’t a suburb of Glasgow

Continued from back page

dictions of climate doom have proved false. The film itself was condemned by a British Judge for containing so many falsehoods that he banned it from being shown in schools without a teacher pointing out the scientific errors and the blatant propaganda.

It did not put him off or shake his profound belief in himself. In 2006 he confidently predicted the point of no return beyond which it would be too late to do anything about climate change. He said we had a mere ten years to cut our emissions of carbon dioxide to avert our doom. Naturally television interviews followed and the resultant public profile led to the aforementioned Nobel Peace Prize... Ka-Ching!

Money flowed into the Gore coffers. Since for some reason prophets of doom attract followers in the US, he was invited to give lectures for fat fees at venues in faraway places to which he flew in a private jet whose exhausts presumably emitted eau de Cologne. The money rolled in. Perhaps co-incidentally his then net worth of USD 2 million is today estimated at USD 300 million.

Prophecies flowed whenever he spoke, such as: “Sea level increases are going to continue no matter what we do now. But we can prevent much larger sea level increases.... We’re seeing huge melting of the ice there (in the Arctic). So, the warnings of the scientists 10 years ago, 20 years ago, 30 years ago, unfortunately were accurate.”

Umm... no they were not. It turns out sea level rises have more to do with coastal areas sinking slightly than water levels rising, and Arctic and Antarctic ice continued to rise and fall with the coming and goings of summer followed by winter.

As they always have.

In An Inconvenient Truth Gore said world sea levels could rise 6 metres. Ten years later real measurements as opposed to computer predictions showed a rise of some 3 mm (a process that has been going on for the last 10 000 years).

There would be more and bigger storms, he said. Again, real world measurements and a simple check of the historical records show this was not happening. Meanwhile, television cameras routinely film anything that might show waves crashing, floods rushing, rain pouring, all accompanied by a solemn voice intoning that all this was due to our sinful emissions of carbon dioxide.

Another Gore prophecy was that Mount Kilimanjaro’s snow peak was melting. Yes, it was for a while, but ten years after the prediction it was knee-deep in the cold white stuff. The verbal gymnastics from the climate alarmists to explain this was a wonder to behold.

Once a prophet always a prophet it seems for when the fame of his film and Nobel prize had faded a little Mr. Gore tried to do a Panda bear on its far less cuddly polar cousin. The polar bear’s habitant was melting, he cried. Polar bears were dying out, their numbers were tumbling. A particularly skinny bear balancing on an isolated ice floe became for a while the media’s proof of human destruction of Nature.

However, real experts on Polar Bears cried “nonsense” and proved that bear numbers had increased fourfold in the last 30 years or so, thanks to a Canadian ban on hunting them. Climate change had nothing to do with any of it despite Gore’s preaching.

The rank hypocrisy of Al Gore is the most irritating. His way of life and travel habits are so glaringly at odds with his advice to others that the sheer arrogance

of the man is breathtaking. Do as I say, not as I do, is the least of it.

For example:

When Gore’s first movie came out with its 12 fibs, it was pointed out that he was hardly a role model in the way he lived. His home (a huge antebellum Greek-porticoed mansion) used 19,241 kilowatt hours (kWh) every month, compared to the U.S. household average of 901 kWh. In one year, this palace used more electricity than an average American family uses in 21 years.

Oops!

But, he soon splashed out on some remedial action, spending more than R500 000 on making his modest home (one of three) more energy efficient. Even so he only managed to reduce its electricity consumption by some 6 %. But it looks better now – 33 solar panels bedeck to roof. It no doubt gave him the courage to make another movie about the awful doom that according to him awaits the world.

As for this new Gore movie, no doubt it will get the acclaim he covets. but an indication that it may again be more propaganda than science has already emerged.

The producers asked permission to use a photograph that showed a team of huskies pulling a sled through a melting slush of snow (demonstrating the horror of a warmer world?).

The picture would certainly be a dramatic verification of a warming world, but for the fact that in Greenland where it was taken such scenes are common in Spring and have been so long before manmade global warming became a political theory.

Never mind, hey? Never let facts get in the way of a good story, as Dr Goebbels may have said.

## “Steel woes and 2 000 job cuts are self-inflicted” - Papenfus

An opinion from Gerhard Papenfus, Chief Executive of the National Employers’ Association of South Africa (NEASA). He writes in his personal capacity.

THE potential loss of 2 000 jobs at Arcelor Mittal South Africa (AMSA) is receiving much media attention. That is justifiably so; every job lost has a huge adverse effect on the individual, even more so in the current declining job market. Losing one’s job places any individual in a desperate dilemma. The Steel Industry’s loss of 100 000 jobs during the last decade and hundreds of thousands of jobs over two to three decades did not get sufficient attention. That is because it happened gradually and was spread nationally. The result of de-industrialisation policies was not as spectacular as the loss of 2 000 jobs in one workplace, but much more devastating. The gradual effect of the slow poison which systematically wrenched the life out of South Africa’s SMME’s simply wasn’t newsworthy.

One cannot ignore the role of the spectacular growth of the Chinese economy and its impact on global trade, among others, the steel sector. However, over and above the global impact, in South Africa’s case the pain is self-inflicted.

How do you otherwise explain that, while global crude steel production increased by 5.4% year-on-year in May 2019 (China’s output increased by 10%,

India’s by 5.1%, the USA’s by 5.4%, Brazil’s by 2.9% and Egypt’s by 19.8%), South Africa’s output declined by 10.3%. Some countries (France, Spain and Turkey) also experienced a decline in crude steel production, but not remotely on the scale experienced by South Africa - in effect by AMSA, South Africa’s sole steel producer.

In South Africa the Steel Industry is a victim of policies which resulted in a relentless, devastating process of de-industrialisation.

One of the main culprits is South Africa’s bargaining council dispensation [which in the Steel Industry culminates in the Metal and Engineering Industry Bargaining Council (MEIBC)], which unashamedly discriminates against SMMEs - especially with regard to conditions of employment. The provisions in the Labour Relations Act, which establish the framework for this SMME-hostile/job destroying dispensation, confirm the fact that there is neither the political appreciation nor political desire to create a dispensation in which SMME’s can flourish - which is a prerequisite for igniting industrialisation.

The unvalued SMMEs are AMSA’s customers. As they decline, so does AMSA’s market. In 2015, under this severe economic situation, AMSA turned against its own customer base. That is when government made a 180-degree about-turn (after a visit by the owner of AMSA International

to former President Zuma) and introduced a 10% customs duty, followed by a further 12% safeguard duty, to protect AMSA against the import of cheaper, better quality steel. The impact on the Steel Downstream was immediate and severe. No longer was it possible to buy the best steel at the best price. Downstream steel manufacturers were forced to buy from AMSA - which was precisely the purpose of the duties in the first place.

It was difficult for SMMEs to survive, let alone compete or prosper, under the MEIBC’s wage dispensation. The added burden of the duties made it almost impossible.

It needs to be kept in mind that the duties protect a foreign owned seventy years old AMSA steel mill. With its antiquated production methods and electricity burden - which is 60% higher than that of a modern steel mill - it cannot compete with global competitors, both in terms of price and the quality of steel. The Steel Downstream and the South African consumer carry the brunt.

Retrenching 2 000 workers will bring temporary relief to AMSA. However, without addressing the underlying factors which caused their dilemma in the first place, the gradual decline will continue. Rescuing the South African steel market will require both tough operational decisions by AMSA and bold policy decisions by government.

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# Scheming and slandering: a president loses it

ALL was surprisingly quiet in the local Pub & Grill. The Prof was studiously preparing his pipe, his back to the No Smoking sign as always, Stevie the Poet was frowning at a sheaf of papers, the Big White Dog was having a happy dream, Irene the Queen was deeply lost in thought, Jon the Joker was grinning to himself, Bob the Book was reading and Luke the Dude was absent.

Of course it could not last.

“Yes! Yes! Yes!” exclaimed Luke from the door, waking up the Big Dog and everybody else. “What do you learned conversationalists have to say! Is a lifetime of conniving, deceit and defeating the ends of justice finally catching up with Cover-up Trump? Or is he going to filibuster and slander his way out of this swamp too?”

“What is this?” Jean-Jay raised an eyebrow. “I heard about some, what you say, kerfuffle in Ukraine and next thing the Oros Man Trump, that one, is threatening civil war in America! A poor hard-working peasant farmer has only time enough left in his day to do his duty as a lover and a gentleman and, maybe, follow the Bokke and Le Coq Rouge in the rugby world cup. What’s going on, s’il vous plait?”

“I thought you would never ask, my learned peasant,” grinned Stevie the Poet, raising a warning flicker from Jean-Jay. “All’s well, Mon Ami,” elucidated Stevie, “I am actually, at this very moment, reading the White House notes on a telephone conversation between Trump and the president of Ukraine, Volodymyr Zelenskiy.”

“What boyo?” asked Colin the Golfer. “Is he a Russian Pole?”

“No, a Ukrainian comedian,” winked Stevie the Poet. “Much like our esteemed friend here, Jon the Joker.”

“Useless!” announced Jon the non-comedian.

“I wouldn’t say that, Old Boy.” The Prof was joining in the frivolity. “Most of your jokes are pretty good, if sometimes below the chastity belt.”

Jon the Joker decided that silence was an adequate answer.

“Before we get to the serious stuff,” interrupted Luke the Dude, “listen to this I found on Quora.com: 10 things proving that Cover-up Trump is right when he claims to be a Very Stable Genius:

“10. Only he knows that the sound of wind turbines causes cancer.

“9. He makes speeches that nobody can understand, so he must be speaking at a level far above the average person. Much of what he says can only be heard by people who can hear dog whistles.

“8. He knows big words like ‘covfe’, while most people have no idea what it means.

“7. Only he is smart enough to read between the lines of The Mueller Report and see that he is ‘TOTALLY and COM-

PLETELY EXONERATED!’, right after the passage where it says ‘Accordingly, while this report does not conclude that the president committed a crime, it also does not exonerate him.’

“6. Only Trump knows that ‘the concept of global warming was created by and for the Chinese in order to make U.S. manufacturing non-competitive,’ as tweeted by him.

“5. He always got perfect grades in all the schools he attended, which is why he sued to keep them private so as not to embarrass all the regular, stupid people who voted for him.

“4. Who else knew about the capture of all the airports during the Revolutionary War?”

“3. The fact that he won’t release his tax returns lends credence to the fact that he is a genius at not paying taxes.

“2. The fact that dozens of people who surround him daily say he doesn’t read anything. This proves that he already must know everything.

“1. He has all the degrees possible from Trump University.”

The Governor laughs out loudly and instructs Angie the Angel to serve another round.

With everyone replenished, The Prof decrees that Stevie now has the floor to get to the point.

“Right,” says Stevie. “A little context, first. Former vice-president Joe Biden is currently the front-runner to oppose Trump in next year’s presidential election. As a result, Trump habitually tweets insults about him. And, as it turned out, much more than that. Keep in mind that in America it is an impeachable crime for a president to abuse his power for personal gain.

“Also relevant is a conspiracy theory which Trump has swallowed hook line and sinker, although he has had several warnings about it from his own staff: When Biden was Obama’s deputy, Western leaders were concerned about Ukraine’s chief prosecutor because he was reluctant to act against corruption. European leaders and Biden for the US put pressure on Ukraine to replace him and the man resigned in disgrace.

“At the same time, Biden’s son, Hunter, was on the board of a Ukrainian gas company, unrelated to the reluctant prosecutor. The conspiracy theory, however, has it that the prosecutor was investigating the company and that the vice-president got him fired to protect his son. This has been thrashed out and thoroughly debunked – everywhere but in the mind of Cover-up Trump.

“One last thing: not long before the call to Ukraine, Trump delayed \$391 m in military aid approved by Congress and heading for Ukraine. Now let’s look at that phone

call:

“Following the usual flattery and brown-nosing (Zelenskiy used the ‘great teacher’ Trump’s ‘skills and knowledge’ as an example to win his election), Trump reminds Zelenskiy that the US does more for Ukraine than anybody, much more than all of Europe. But, while Trump has been ‘very, very good’ to Ukraine, Zelenskiy has not done anything in return.

“After Zelenskiy agrees ‘1 000 percent’, he switches to military aid (remember the stalled \$391 million?) and Trump responds: ‘I would like you to do us a favour ...’

“Can we have some music from The Godfather please?” requests Jon the Joker

Stevie continues with another wink. “Two favours, actually. The first is to find a server with contents about the US Democratic Party and the second is to find dirt on Biden, his Democratic opponent. Trump’s words: ‘The other thing, there’s a lot of talk about Biden’s son, that Biden stopped the prosecution and a lot of people want to find out about that, so whatever you can do with the Attorney-General (Trump appointee Bill Barr) would be great. Biden went about bragging that he stopped the prosecution so if you can look into it ... It sounds horrible to me.’ Zelenskiy promises

## Goreballs isn’t a suburb of Glasgow

BORED to tears with predictions that modern life will cease unless we ditch power stations that work for wind and solar ones that only work sometimes. I now skip the scary headlines and hit the Mute button whenever some talking head starts droning on about a “climate emergency”.

But here I am again joining the dissenting chorus. That’s because while I may not live to see the whole silly theory crumble to dust, I remain alarmed at the latter-day Marxists hitching a ride on climate lunacy so they can get another chance to inflict their mad economic theories on the world as if Stalin, Mao, Castro and Chavez never existed.

That’s why I can’t help having another tilt at the man who thinks he started it all (he wishes he did, but he didn’t) – Al Gore. What’s worse is that he has produced a sequel to his mendacious movie, An Inconvenient Truth.

Who can forget this latter-day prophet of doom with the sense of humour of a potato? He once thought it funny to introduce himself as the man who should have been

# OPINION

## ON THE CONTRARY



Pieter Schoombie

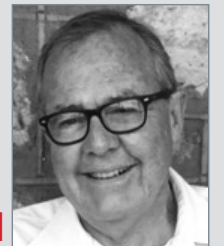
to do just that.

“They also talked about the prosecutor removed by Zelenskiy’s predecessor. Trump calls the disgraced lawyer a very good man and says Barr and Trump’s fixer Rudy Giuliani will call Zelenskiy so that ‘we will get to the bottom of it’.

“Nothing in it? Trump calls it a beautiful conversation with nothing wrong being said. He attacks quotes from it as lies and fake news. He trumpets that Biden and his son should instead be investigated about the corrupt ‘millions’. Trump’s stooges call him the real whistleblower.

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## THE OTHER SIDE OF THE COIN



Keith Bryer

president of the United States of America. If you hate President Trump, think about this wannabee president with his finger on the nuclear trigger. Nothing to laugh about.

Al Gore studied for the priesthood (sharing that attempt, but also failing, with Joseph Stalin) and he likes preachifying. The man-made climate change theory was right up his street. He could assume his favourite role of lecturing sinners on their wicked ways.

Like all prophets he threatens fire and damnation to those who disagree with him, while offering his benediction to those who follow his anointed path to sainthood.

The trouble is that ever since he won a Nobel Peace Prize with An Inconvenient Truth – where he claimed front-and-centre of the climate debate, every one of his pre-

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