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Cape property locks down

THERE is very little doubt that the outbreak of the Covid-19 virus is going to hit Cape Town property very hard – no matter the recent easing of lockdown restrictions.

The staunching of economic activity has already seen lease agreements adapted to help ailing tenants, and with a staggered opening of the economy a more Spartan regime seems likely to be the new normal for the local property sector for some months to come.

Most large property companies have withdrawn profit and dividend guidance as they battle to quantify the effects of the Covid-19 pandemic. Share prices of real estate counters have come under severe pressure on the JSE.

Some of the Cape's biggest property companies have given an early glance into possible fallout in the short term.

Spear, which has an exclusively Western Cape-based property portfolio, would obviously provide the best proxy for gauging the effect of the pandemic on real estate activity.

Spear's 436 436 square metres portfolio comprises of 454 tenants - of which, 60% (by gross lettable area) is occupied by large national, large listed companies and government. In excess of 56% of Spear's gross lettable area (GLA) is industrial, with a large percentage being single tenanted.

Spear said its high quality and diverse tenant base was backed by strong balance sheet, sufficient liquidity and healthy cash flow. An interest cover ratio of 2.59 times meets all financial obligations, backed by a 97% occupancy rate at the lockdown stage of Covid-19.

Spear also reassured that the April



rental collection exceeded 60% of revenue billed for the month.

Spear management also confirmed that the distribution growth forecast for the 2020 financial year was unchanged.

Of course, going forward there would naturally be worries around Spear's leisure property exposure - comprising Double Tree by Hilton and 15 on Orange.

Spear disclosed that its hotel specific revenue represented only 7.5% of group revenue. But both hotels remain closed for the lockdown, which will impact rental revenue going forward.

Spear indicated that the Double Tree by Hilton was taking a proactive approach in dealing with the hotel challenges brought on by COVID-19.

So a contingent of staff remained actively marketing both accommodation and conference opportunities for the latter parts of 2020 as the globe emerges from a post COVID-19 lockdown.

The plush 15 on Orange premises is under lease agreement with hotel giant Marriott – which means Spear has no exposure to any hotel overheads.

But Spear confirmed rental is calculated on a revenue basis only. The group said Marriott planned a highly proactive reactivation.

In terms of the non-hotel portfolio, Spear stressed retail investments had only ever been made into the convenience retail sub-sector. Spear CEO Quintin Rossi said the convenience sector had proven to be very defensive in the current period.

Spear owns two convenience retail centres, both anchored by a Pick n Pay supermarket – which are classified as essential services and continue to trade daily.

Rossi said numerous other essential services continued to trade within the retail portfolio – most notably all South African banks and Clicks.

The retail portfolio constitutes 16% of revenue for the business.

Rossi said there would be, "without a doubt", a period of rental relief provided by Spear for certain retail specific tenants based upon a triage approach. "A revenue downturn across the entire retail real estate

Continued on P3

Honesty earns two MyCiTi bus drivers MyCiTian awards



MyCiTi bus drivers – Elias Qwadikazi (left) and Joseph Callaghan (right) were guided by their integrity when they returned the electronic devices that two customers left behind in MyCiTi buses.

They will receive the MyCiTian awards once the current lockdown period has been lifted.

Joseph was on Route 236 when a passenger handed him a lost cell-phone.

While waiting at Montezuma station, Joseph checked the phone for clues of its owner. He found an email address with a picture of the owner. After leaving the station, and on his way to the station kiosk, he saw the owner of the phone waiting for a connecting bus.

Joseph handed the surprised man his phone. Needless to say, the man was delighted.

Elias found a laptop that one of the loyal patrons left on the bus. When he returned from his trip, Elias spoke to the security guard at the kiosk about the laptop. He then took the laptop out of the bag to take a picture of it for his managers. At that moment, the customer walked in looking for his laptop.

"Often when someone loses a cell-phone or a laptop, the loss is not so much about the device itself, but more about the information stored in it. These gentlemen have most certainly shown that that they are not ordinary bus drivers but men of integrity. They are wearing the MyCiTi brand with pride and deserve to be honoured with a MyCiTian award" said the City's Mayoral Committee Member for Transport, Alderman Felicity Purchase.

FPG take The Junction

CAPE TOWN based property group FPG, which has a focus on convenience store nodes, has paid R190 million for the Tokai Junction shopping centre.

The property was bought from Cape Town-based retail property investor Fairvest, which wants to focus on lower LSM properties like its precincts at Nyanga Junction and Nonkqubela Mall in Khayelitsha.

In truth, Fairvest has made a decent exit - having only paid R85 million for

Tokai Junction in 2012.

The Tokai Junction deal is a key transaction for up-and-coming FPG, which already has over 180 000 metres square of gross lettable area.

Tokai Junction appears a vibrant node in generating after tax profits of R14m in the year to end-June 2019. The property should add considerable bulk as well as rental stream diversity to FPG's specifically niched retail property portfolio.



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Amidst the COVID-19 pandemic, government locks SA into deadly air pollution



WITH South Africa under an extended coronavirus lockdown, the Minister of Environment, Forestry and Fisheries has gazetted sulphur dioxide (SO₂) air pollution standards (called minimum emission standards, or MES) that are twice as weak as the previous standards.

Instead of Eskom, Sasol, and other facilities with coal boilers, having to meet the original SO₂ standard of 500 mg/Nm₃, they will now only be required to comply with MES doubly as weak (1 000 mg/Nm₃). The new limit will apply either from 1 April 2020, or by the delayed dates that these companies have already been given by the National Air Quality Officer.

Research presented by the Life After Coal Campaign to the Minister and the Department has shown that 3,300 premature deaths would be caused by doubling the SO₂ standard just for Eskom's coal-fired power stations, as a result of increased risk of lower respiratory infections, increased risk of stroke, and increased risk of death from diabetes.

The weakening of the standard makes South Africa's 2020 SO₂ standard – which exists to protect people's health and human rights – about 28 times more lax than in China, and 10

times weaker than India's.

The sequence of events

For more than six years, the Life After Coal Campaign has been opposing efforts by industry – in particular the two biggest polluters, Eskom and Sasol – to delay and evade meeting more stringent air pollution standards. When the MES were first promulgated in 2010, despite their active participation in the multi-year process to set them, both Eskom and Sasol sought to be completely exempt from the MES. Subsequent to that failed attempt, and instead of making the investments required to meet the standards, both companies have brought multiple applications to the National Air Quality Officer in the Department of Environment, Forestry and Fisheries – the majority of which have succeeded – to delay compliance with the MES. In 2014, Sasol brought a court application seeking to set aside the majority of the MES in their entirety – which it withdrew when it was allowed by the National Air Quality Officer to postpone MES compliance.

In October 2018, then acting Environment Minister Derek Hanekom published the doubled SO₂ MES limit without invit-

ing public comment, as the Air Quality Act requires. In April 2019, after numerous calls for the standards to be withdrawn, environmental justice group groundWork was forced to go to court to set aside the unlawful notice. In May 2019, Minister Mokonyane withdrew the notice and gave the public 30 days to comment on the same proposal to weaken the SO₂ standard.

In July 2019, the Life After Coal Campaign, along with four community-based organisations, submitted evidence-based objections to the proposed doubling of the standard:

Research demonstrates that an estimated 3 300 premature deaths would be caused – just from Eskom's pollution – by doubling the SO₂ standard, as a result of increased risk of lower respiratory infections, increased risk of stroke, and increased risk of death from diabetes – with approximately 1 000 of these premature deaths estimated in Gauteng.

The studies also show profound health impacts on children, the elderly, pregnant women, and those already suffering from asthma, heart, and lung disease.

Almost 9 months since comment was invited on the proposal, and on the eve of the standards coming into effect, Min-

ister Creecy has now made a decision to publish substantially more lenient MES for implementation.

Comment

In a media statement on 27 March 2020, the Department contends that Eskom and Sasol – the “major emitters of sulphur dioxide” – are not in the financial position to make the necessary investments required to ensure compliance. The Department states that industry had argued that their facilities should be “grandfathered”, i.e. allowed to operate without taking amendments to laws and their mandatory Constitutional obligations into account.

The Life After Coal Campaign disputes that it is even lawful for the MES to be further weakened. The previous standards were first published on 31 March 2010 after a lengthy participative process

involving both Sasol and Eskom. Robyn Hugo, attorney and head of the Centre for Environmental Rights Pollution & Climate Change Programme says that: “Industry, including Eskom and Sasol, has had an entire decade to prepare for legal compliance with standards already weaker than several other developing countries. In these circumstances, and despite the fact that the new standard is three-and-a-half times stricter than the current SO₂ MES, it is hard to defend the Minister's argument that weakening the standard promotes progressive realisation of the Constitutional right to an environment not harmful to human health or wellbeing.”

The Life After Coal Campaign has provided evidence to the Minister and the Department that industry has significantly inflated the costs and technical challenges of achieving

MES compliance, and downplayed the benefits for human health and wellbeing.

“Air pollution from coal mining and power already kills thousands of people every year. Instead of enforcing compliance with our already-weak standards, government has effectively legalised these deaths”, says Bobby Peek, Director of groundWork. “The Department says that it did not want to undermine the viability of key industries. The question is how viable these industries can be when this amendment means that their pollution will be responsible for the premature deaths of thousands of people?”

The President, the Environment Minister, the National Air Quality Officer, and the Mpumalanga and Gauteng MECs already face a court challenge from groundWork and eMalahleni-based community group the

Vukani Environmental Movement, in relation to their collective failure to improve the toxic air quality on the Mpumalanga Highveld. “This failure of government to respect and protect the Constitutional right to a healthy environment is why groundWork and the Vukani Environmental Movement launched the Deadly Air litigation: to force government to comply with its Constitutional obligations to protect our people,” says Peek.

If the Minister fails to provide satisfactory reasons for her decision to weaken the MES under the Promotion of Administrative Justice Act, 2000, the partners in the Life After Coal Campaign will have no option but to approach the High Court to set aside the Minister's decision.

Reprinted from cer.org.za – The Centre for Environmental Rights website.

Update

16 April 2020; John Yeld writing in Biz Community reports:

Barbara Creecy overrules officials on air pollution data

Environment minister Barbara Creecy has ordered air pollution data and anti-pollution plans of some of South Africa's biggest polluters to be made public, overturning her department's decision to remove some key information sought by lawyers.

But she also approved the redaction of other pollution-related records deemed commercially sensitive. Creecy was ruling on an appeal by non-profit activist lawyer group the Centre for Environmental Rights (CER), after her Department of Forestry, Fisheries and the Environment redacted some of the documents the CER had requested under PAIA (Promotion of Access to Information Act). These documents related to pollution data and plans of 16 major polluters: Eskom; Sasol; ArcelorMittal South Africa;

Exxaro Resources; Glencore; African Rainbow Minerals; Anglo American; Anglo Operations; South32 (an Australia-based mining and metals company); Seriti Resources Holdings (coal mining); Petmin (anthracite producer); Mbuyelo Coal; Kuyasa Mining (coal mining); Sappi; PPC (cement) and Gold Fields.

Some info to remain redacted

While Creecy agreed with her department that some of the information requested by the CER was commercially sensitive and could remain redacted, she found that other redactions that the department had made – to data on anticipated projected greenhouse gas emissions and on actual emission reductions, and to annual reports – could not be justified and should be released one week after the current Covid-19 lockdown ends. The public interest outweighed any harm that the release of this information might have,

Creecy said. “The full access to this information will foster and contribute towards transparency and accountability which is owed to the public more so in matters pertaining to the environment.” Creecy noted that three of the companies involved – Eskom, Sasol and ArcelorMittal – were among the largest greenhouse gas emitters both in South Africa and globally. The CER welcomed Creecy's decision, signed on 5 April, saying this sent a strong signal that big polluting corporates could not “hide behind government” in respect of their emissions data. “Data on companies' anticipated greenhouse emissions are invaluable to enable the public to properly assess emission reduction strategies of polluting companies and to inform the public and shareholders not only of the climate risks to which these companies are exposed, but the risks they pose for the whole planet,” said CER attorney Nicole Loser.

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The big(t)issue

MILNERTON-based printing and packaging group Novus Holdings – formerly the old Paarl Media Group – still looks set to dispose of its tissue operation.

A recent trading update referred to the previous decision to sell the tissue segment – even though some observers have wondered whether the outbreak of the Covid-19 virus might see Novus making an about turn.

In some countries toilet paper and tissue paper were in high demand ahead of lockdowns...even leading to price increases.

The Novus trading statement made no mention of changed prospects for tissue, which has proved a costly diversification for the business in its bid to lessen its reliance on printing contracts.

Whether Covid-19 has increased the demand for tissue and

toilet paper is unclear. But anecdotally, it seems South Africans were not as panicked about potential shortages of toilet paper as they were about the prohibition of sales of liquor, cigarettes and take away food brands.

Nonetheless, it will be interesting to see what price Novus – which still has debt to cull – can fetch for the tissue division.

Novus Tissue produces jumbo tissue wadding which is used by customers to produce a complete range of household and consumer products such as toilet paper, facial tissue, kitchen towels and serviettes.

Initially Novus' ability to convert waste paper from its printing operations into jumbo tissue wadding was seen as an operational advantage as well as a green economic attribute.

But Novus has previously explained that the tissue industry is struggling in the current low growth economic environment. There is also general pricing instability in the sector with purchases shifting between local and imported products on the back of a weakening and volatile Rand.

These factors have eroded the tissue business' profitability.

While Novus pushes for the sale of the Tissue assets, the division is delivering on CEO Neil Birch's plan to continue improving profitability until a deal is concluded.

In the interim period to end September 2019, the tissue division's revenue increased by almost 20% to R131 million (and contributed 6% of the group's total revenue).

The margin was fattened by 3,4%, which – coupled to a 42%

reduction in operating expenses – saw the tissue segment's loss reduce by 62% to R5.6 million (previously a loss of nearly R15 million).

While the tissue business remains soggy at best, Novus can at least celebrate that its shift into packaging is still paying off handsomely.

The group has a packaging division that offers wet-glue labels, wrap-around labels, pressure sensitive labels and flexible plastic packaging.

Clients include big names in the local food and beverages sector.

In the last interim period, Novus saw a revenue increase of 6,4% to R382 million.

At the time Birch pointed out that ITB Flexible Packaging Solutions (ITB) increased its revenue by 15,7%. This represented a strong



recovery from the same period last year when the business faced extended industrial action and also endured escalating raw material prices.

Birch said that while volume in the gravure division of the labels business increased by 14,4%, revenue went down 13% after the disposal of the UV

Flexo Labels in April last year.

CBN hopes that the packaging segment continues to fire on all cylinders in the second half of the year to end March because the latest trading update suggested the core printing segment was buckling.

Novus warned of tougher trading conditions imposed by the

general downturn in the economy – which resulted in further declining demand across all print categories and reduced advertising spend as well as increased market competitiveness that caused margin compression (due to reduced pricing together with increasing input costs).

Winding up under the new and old companies acts

THE recent Supreme Court case of *Murray NO and others v African Global Holdings (Pty) Ltd* concerned the group of companies known as the Bosasa Group, which has received much scrutiny under the Zondo Commission into State Capture. From evidence led on the relationships between certain senior politicians and the Group, two banks withdrew all facilities servicing Group companies. The Group was not able to find replacement facilities and business operations were negatively affected, to the extent that the Group took the decision to wind up African Global Operations (Pty) Ltd and its subsidiaries ("Operations"). Operations performed the treasury functions for the Group.

The resolutions to wind up Operations under a creditor's voluntary winding up were taken in terms of section 351 of the Companies Act 1973. This section of the 1973 Act continues to operate despite the repeal of this Act. In

terms of section 343, a company may be wound up voluntarily or by court order.

The issue that arose in this matter was that section 79 and 80 of the 2008 Companies Act also contain provisions for the winding up of companies, particularly of solvent companies either voluntarily or by court order. The winding up provisions of the 1973 Act do not apply to solvent companies. African Global Holdings Pty Ltd's (the parent company of Operations) case was that the Operations companies were solvent companies and therefore they could not be wound up in terms of the 1973 Act. It contended that the resolutions and the appointment of liquidators were null and void, that the companies could not be validly wound up and that the companies were to be restored to the directors.

There is no definition of "solvent" in the Companies Act. However, the SCA applied case law which held that a solvent company for the purposes of the 2008

Act is a company that is "commercially solvent". Determining commercial insolvency requires an examination of the financial position of the company at present and in the immediate future to determine whether it will be able to pay its debts, existing, prospective and contingent, and to continue trading. Factual solvency, or whether or not assets may exceed liabilities is not a requirement to consider.

Once the banking facilities of the Group were withdrawn, the evidence showed that the Group would not be able to pay their bills nor receive payments of amounts due to them, even though at that time, the Operations companies' assets exceeded their liabilities. The companies were therefore held to be commercially insolvent at the time of the resolutions passed in terms of the 1973 Act and they were held to be valid.

This article was written by Rishal Bipraj, a Senior Associate in the Commercial Department at Garlick & Bousfield Inc

Cape property locks down

Continued from P1

sector will be unavoidable in the current environment."

He said the bulk of relief requests had been received by our retail tenants.

The Spear portfolio, fortunately, has no exposure to fashion retailers Edcon, TFG and Truworths.

Rossi said Spear's industrial portfolio was highly defensive - comprising 30% of revenue for the business and with a high percentage of logistics centric, single blue chip tenanted properties.

He said a low percentage of relief requests had been received from industrial tenants.

Spear's commercial office portfolio comprises 42% of revenue for the business. Rossi said the bulk of office tenants had activated a work from home strategy and are able to function (albeit at constrained capacity).

He said a low percentage of relief requests had been received from office tenants.

Rossi believed the Spear portfolio had a

strong enough base to manage through the COVID-19 challenges.

In a more specific development stemming from Covid-19, Tower Property advised that the lockdown regulations had stalled the redevelopment of the retail space and 55 residential units at Old Cape Quarter in central Cape Town. Tower said work on this key revamp would recommence once permitted.

The cost to complete this project is projected to be just under R167 million, and the company has a committed funding facility in place.

Like many other property counters, Tower – which also has extensive property interests in Eastern Europe – has withdrawn its earnings and distribution guidance for the year ended May due to the uncertainty on the impact of Covid-19 on operations and financial position.

Meanwhile Trematon Capital Investments – a significant owner of Western Cape-based property – said its Aria

property segment had not been immune to the effects of Covid-19.

CEO Arnold Shapiro said early tenant and stakeholder engagement allowed Aria to use Covid-19 as an opportunity to bring us closer to tenants through bilateral negotiations. "Management has taken steps to ensure liquidity is preserved while the macro and pandemic forces unfold and become clearer and more determinable."

Trematon's residential real estate focussed Resi Investment Group had seen a relatively muted impact on its portfolio because most residents are in occupation.

But Shapiro expected arrears and vacancies to increase due to the constrained economic circumstances of tenants employed in affected industries. He said residential rental escalations were also likely to be muted. "Negative reversions are possible."

Trematon's sprawling leisure property Club Mykonos Langebaan was a mixed bag. Shap-

iro said the boat storage business and the yacht marina should be resilient - aside from the effects of generalised economic weakness.

But the conference centre and the rental company were closed for lockdown and would make small losses. Resort activity has also ceased, so commercial operations, such as restaurants, would be negatively affected.

Both Hyprop – which owns the Canal Walk shopping centre – and Growthpoint – which has a 50% stake in the V&A Waterfront – have issued Covid-19 related statements. But neither specifically mention the effects on the respective iconic Cape Town properties.

With a large 'non-essential' retail element (fashion retailers, jewellers and homewares etc), the Covid-19 lockdown and subsequent 'restrictive stages' are likely to have a profound effect on footfall and rental flows in the near term for both Canal Walk and the V&A Waterfront.

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CEF responds to energy challenges

PARTICIPANTS at this year's African Energy Indaba 2020, held 2-3 March at the CTICC, included the Central Energy Fund Group.

The CEF is responsible for five subsidiaries which operate across the entire energy sector value chain, making up the CEF Group of Companies. These include: Petro SA, The Petroleum Agency, iGas,

The African Exploration Mining and Financing Corporation (AEMFC) and The Strategic Fuel Fund (SFF). With energy being front and centre of the nation's psyche, CBN's editor posed the following questions to Jacky Mashapu, Manager, Corporate Affairs at CEF Group.

Q: What insights did you gain from your participation in the African Energy Indaba?

A: As CEF Group of companies, we are proud to have been part of this ground breaking and energy platform where Africans provided African energy solutions to African energy problems.

Our participation at this event could not have come at a better time when the CEF Group is embarking on a campaign to drive investments in the energy value chain geared to drive the South African economy and create much needed job opportunities.

Q: With whom did you engage and what were

the outcomes?

A: We engaged various key stakeholders in the sector in our quest to lay a solid foundation to address the challenges that lies ahead in the security of South Africa's energy future.

Q: With coal having a questionable future, what efforts are being made by the CEF to promote other forms of energy for electricity generation, besides wind and solar?

A: I am particularly interested in iGas and the utilisation of abundant supplies of natural gas as an alternative fuel for power generation. There have been a number of successful conversions of coal fired power stations to natural gas in the USA, with substantial benefits to the envi-

ronment and operational and maintenance costs. As many of our coal fired stations are coming to the end of their useful lives, it seems opportune to explore conversion technology, especially as:

- the gas pipeline from Mozambique isn't that far away from many of the existing stations, and
- the R300bn cost to Eskom to make its coal fired power stations compliant with environmental targets is unlikely to get the nod in the current crisis. Would you like to comment?

A: The conversion of coal fired power stations to gas is an option that CEF/iGas and Eskom are engaging on. The gas supply for this is a key driver and

with the Pande/Temane reserves going into decline*, other sources of gas are also being pursued.

I cannot comment on Eskom's environmental targets. Gas fired power stations have higher efficiencies and lower emissions when compared to coal. Whilst gas is not as clean as renewables, it provides fully dispatchable base-load power which is currently required to support the national electricity grid, given the ageing coal fleet.

Q: To what extent is the EPD promoting the commercialisation of alternative energy storage technologies? All of the seven solar installations in the Northern Cape utilise molten salt technol-

ogy but there are others which are being trialled overseas in places such as Morocco, such as using molten aluminium and Stirling engines to drive generators.

A: The molten salt energy storage technology is compatible with CSP plants and there is a bigger need for energy storage for PV and wind plant. EPD is engaging with project developers for lithium and vanadium storage technologies. The vanadium batteries are attractive because of the potential for local beneficiation as South Africa is well endowed with vanadium. There are still more technology risks for the vanadium storage than lithium so we are looking at both (because of the

vanadium abundance in South Africa as already mentioned).

Q: There have been reports that the Pebble Bed reactor programme could be resurrected and small scale nuclear plants appears to be gaining international traction. Can you elaborate on the CEF's position on nuclear?

A: Nuclear is not part of CEF's mandate. However, the technology development to smaller modular generators in nuclear is a welcome development as it will hopefully reduce the cost and complexity of these clean energy plants and make it an attractive option for South Africa to consider as part of its future energy mix.

* According to the Endeavor website, (www.endeavor-energy.com/case-studies/pande-gas-pipeline-mozambique/) the gas fields at Pande and Temane have a proven reserve capacity of 2.6 Tcf – sufficient to supply the pipeline for a minimum of 25 years from first gas with an uncompressed capacity of 120 MGJ (million giga Joules) per annum. The pipeline has been designed to allow gas flow to be doubled with the installation of mid and quarter point compression. With projects like Mozambique LNG and Rovuma, as well as the giant Brulpadda discovery led by Total offshore, natural gas must surely become a front runner in providing a cleaner, more efficient energy source for South Africa in the future. Ed.

Events industry retools to build hospitals in Africa

The venture applies HOTT3D's design, construction and project management expertise to building medical facilities within days

A Cape Town-based exhibition builder, together with an event organizer, offer to work with governments and private sectors across Africa to rapidly build hospital infrastructures and shelters in the midst of the COVID-19 pandemic.

“The coronavirus pandemic has had a dramatic impact on companies in the events industry globally...”

Afrika Umoja, an initiative initiated by Cape Town temporary architecture specialists, HOTT3D with pan-African energy

event organizer Africa Oil & Power (AOP) (www.AfricaOilAndPower.com), is tackling the COVID-19 threat in its home city and across Africa. Afrika Umoja will aim to build temporary hospitals, clinics and homeless shelters to combat the coronavirus, in partnership with government, the private sector and local entrepreneurs.

The venture applies HOTT3D's design, construction and project management expertise to building medical facilities within days, in potentially any location across Africa. AOP is supporting Afrika Umoja through marketing, communications and outreach to its network of partners.

“The coronavirus



pandemic has had a dramatic impact on companies in the events industry globally, but these highly skilled people and organizations can be redeployed. “Instead of designing and building complex exhibition and conference infrastructure, we are now able to very quickly design and

build temporary emergency medical infrastructure” says Liam Beattie, Managing Director of HOTT3D.

Afrika Umoja is in discussions with provincial authorities and is ready to build at short notice in South Africa and internationally.

“It's exciting to

be able to work with HOTT3D, as we have done for exhibitions & conferences in Angola, Equatorial Guinea, South Sudan and South Africa for years, on providing national and provincial governments with solutions for the challenge of building high quality medical facilities and accom-

modation, wherever they are on the continent,” notes James Chester, Acting CEO of AOP.

Afrika Umoja invites provincial and national governments and firms interested in building or funding temporary medical buildings and shelters to contact the team via Twitter via

@AfricaOilPower or email. The organization is also keen to welcome more vendors and suppliers to join the project, whether they are based in Cape Town or further afield.

Contact Katie Brock at k.brock@africaoilandpower.com if your organization is interested in working with Afrika Umoja to build medical or accommodation facilities fast in your community, or if your organization is interested in providing funding.

Contact Liam Beattie at liam@hott.co.za if you are interested in working with Hott3D and the other vendors and suppliers as part of the Afrika Umoja project.

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Construction sector can spearhead renewal

THE construction industry has potential to create employment opportunities to cushion the impact of an anticipated increase in unemployment in the immediate aftermath of the current nationwide lockdown.

This is according to a submission made by the Construction COVID-19 Rapid Response Task Team (CCRR19TT) to motivate for a phased reactivation of the construction sector.

The submission is calling for an immediate re-activation of live construction sites that were at various stages of completion when the lockdown came into effect on the 27th of March, under strict safety requirements. This would be followed by a phased re-opening of the industry at the beginning of May.

The Chairperson of the Task Team, Mr John Matthews acknowledged the necessity of the lockdown and the positive impact it had in preventing cases of occupationally acquired infections on construction sites. He also admitted that the lockdown period had provided the industry an opportunity to augment existing health and safety systems in the construction industry in view of the threat posed by the pandemic.

He added that the industry had already submitted a detailed COVID-19 Risk and Mitigation Plan to the Department of Public Works and Infrastructure as part of the motivation for a phased re-opening. This includes a requirement for every company that is to be considered for

re-opening to present a suitable operational plan to prevent transmission of the infection.

'A continued lack of activity of these projects could mean we do not have any sites to return to when the lockdown is eventually lifted. Hence the call for an immediate re-activation of work on live construction sites and for the resumption of professional planning, costing and design work that supports such work' said Matthews.

Prior to the COVID-19 outbreak, the construction industry faced significant challenges including the lack of work, late and non-payment and uncontrolled illegal construction site invasions that resulted in reported company closures and loss of jobs.

The industry is now calling for activation of planned public infrastructure spending as announced in the medium-term expenditure framework (MTEF), for positive knock-on effects on economic recovery and growth through the multiplier effect.

This is a proven model for economic recovery that has been used by many countries emerging out of periods of crisis. Despite bearing some of the highest burden of the pandemic, the governments of the United Kingdom, USA, Australia, New Zealand, Germany, China and Italy have re-opened their construction industries and committed to increased public infrastructure spending as part of their post-pandemic economic recovery plans.

CC19RRTT comprises: Master Builders South Africa (MBSA), Association of South African Quantity Surveyors (ASAQS), Western Cape Property Development Forum (WCPDF), South African Institute of Architects (SAIA), Black Business Council in the Built Environment (BBCBE), Consulting Engineers of South Africa (CESA), Association of Construction Project Managers (ACPM), South African Institution of Civil Engineering (SAICE), South African Black Technical and Allied Careers Organisation (SABTACO), South African Women in Construction (SAWIC), The Concrete Institute of South Africa (TCI), Cox Yeats Attorneys and Master Builders KwaZulu-Natal (MBA KZN) as the convener.

High speed doors can reduce energy costs

SOUTH Africa's drive for reduced energy consumption should include optimising the efficiency of energy usage across entire supply chains. This is according to Wim Dessing, sales executive at Apex Strip Curtains & Doors, who says the company is seeing an increased call for its technical personnel to assess the functionality of doors being used across manufacturing, warehouse and other storage facilities.



The Apex range of high speed doors incorporates a counterweighted balancing system.

"Long gone are the days of leaving large openings in these types of facilities without any form of closing," Dessing says. "High speed roll up doors are a popular solution as these allow for rapid opening and closing, and facilitate a more controlled ambient temperature inside a manufacturing or warehousing facility. This contributes sig-

nificantly to reducing energy costs and ensuring employee comfort.

"Temperature and humidity control are enhanced through the elimination of excessive through flow of warm or cold exterior air into the workspace. As an added benefit, due to their speed of operation, high speed doors reduce the influx

of insects and other airborne contaminants that can negatively impact on product quality," Dessing says.

"The doors also offer longer operating life and high safety standards. As a result, our customers see an excellent return on investment while ensuring a better operating environment for personnel."

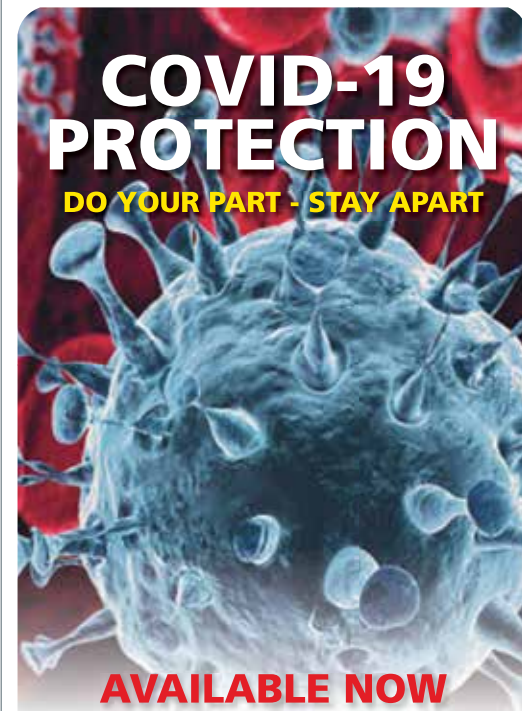
Unhindered traffic flow remains a primary concern for businesses. The Apex range of high speed doors incorporates a counterweighted balancing system that not only ensures high standards of performance and safety but also provides fast, semi-automatic reopening.

These high speed

doors offer both functionality and performance. They are unobtrusive, yet able to cope with the intensive demands of heavy and continuous traffic. The design features the integration of the actuator, controls, safety devices and balancing systems in one unit for cost efficiency and a reduced footprint.

Doors are available for medium and large entrances, and Dessing says that it is important to consider the size of opening, frequency of opening and closing and the volume of vehicular traffic when selecting a high speed door.

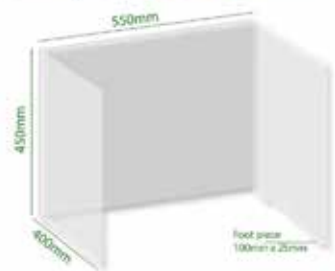
"Our competent team works closely with customers to find a solution that will provide a good cost to performance ratio, and ensure that the most appropriate high speed door is selected for the application," Dessing concludes.



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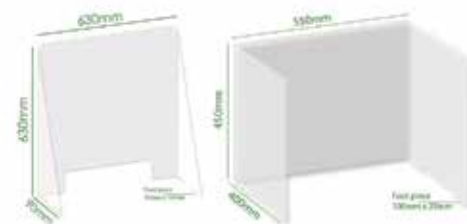
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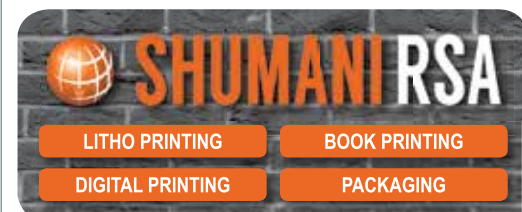
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3D printing combats critical face-mask shortage for healthcare workers



SEW-EURODRIVE (Pty) Ltd. has joined a nationwide campaign to use 3D printing technology to produce much-needed face masks.

AN initiative organised by 3D printing solutions provider Additive Manufacturing Solutions (AMS), led by MD Bernhard Vogt, has called on all companies and individuals equipped with such technology to join the face mask campaign. To date, the initiative has produced an astonishing 15 000 face shields to meet the needs of private healthcare providers such as Netcare and the Department of Health.

Vogt says he was inspired to mobilise local 3D printing resources in the race to provide much-needed

PPE after Europe embarked upon a similar initiative. "Only after South Africa's cases started to escalate after the national lockdown was implemented did the dire need for such gear become apparent."

SEW-EURODRIVE (Pty) Ltd., which has a state-of-the-art 3D printer in its design department, has responded and an engineer is printing masks from the safety of his home. The project is being overseen by the design and engineering departments.

"Not only do we adhere to all of the lockdown regulations

and stipulations, but are making a positive and practical contribution to keeping healthcare workers and first-line responders safe so they can carry on with their important roles," SEW-EURODRIVE (Pty) Ltd. MD Raymond Obermeyer comments.

"These are difficult times for the entire country. When we heard of the initiative being spearheaded by AMS, it was an ideal opportunity for us to showcase both our design and engineering capabilities in support of such an essential cause," Obermeyer explains.

"This is an excellent example of the values that underpin our company. We do not stand back in the face of any challenge, but rather take the initiative to come up with viable solutions. While the rest of our employees are working securely from home, they do so in the knowledge that SEW-EURODRIVE (Pty) Ltd. is playing a critical role in keeping us all safe by ensuring that the people at the frontline of the battle against the spread of the Covid-19 pandemic in South Africa are protected at all times," Obermeyer concludes.

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Extension of deadlines for WSP

THE Department of Higher Education has announced that the deadline for the submission of Workplace Skills Plans (WSP), across all SETAs, has been extended to 31 May 2020 in light of the Covid-19 lockdown.

SETAs will still be providing remote assistance to employers but no face-to-face interactions will be permitted during this period.

Employers are encouraged to; where possible continue paying stipends to learners during the lockdown.

Please note that the lockdown period may lead to extension of the duration of learnerships and workplace based learning programmes.

Information provided by NEASA – National Employers Association of SA.

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Geared motors added to product line-up

A range of WEG geared motors – with benefits including efficiency and reliability – will soon be available to customers in South Africa and the rest of the continent from Zest WEG.

According to its national sales executive Johan van Niekerk, the WEG WG20 range is a natural extension of the company's offering in electric motors, and will be available from the third quarter of 2020. The geared motors will be distributed and supported through Zest WEG's established footprint of strategically

located branches and outlets across the continent.

"In keeping with our local production philosophy – and to reduce lead times to customers – the geared units will be assembled in South Africa," van Niekerk says. "Zest WEG has made a substantial investment in new assembly facilities, including hydraulic presses and assembly tooling."

He also notes that the geared motors will allow the company to expand services in new markets including the



Parallel shaft gear units are particularly suited for conveyors.

packaging, recycling and food and beverage sectors.

Cas de Jager, Zest WEG geared motor specialist, highlights

that local assembly allows reduced time-to-market.

"Underpinning our quick turnaround time will be our skilled

employees and local stockholding of a full range of gears, flanges, housings, shafts, bearings, oil seals and other components," says de Jager.

The components for the geared motors are manufactured by Watt Drive in Austria, an established gear technology specialist and part of the global WEG group. Watt Drive offers a complete range of combinable drive systems for production machines and industrial manufacturing plants. In addition to providing high quality com-

ponents, the company is also training Zest WEG personnel at its Austrian facility and will regularly send technical experts to continue building capacity in the South African operation.

There are various benefits inherent to geared motors, says De Jager.

"A key improvement delivered by geared motors is their high level of efficiency," he says. "Only about 1,5% of mechanical efficiency is lost per gear stage, so a two-stage gear unit would be

about 97% efficient." He highlights that they are also very reliable, robust and durable, making them economical to maintain.

Van Niekerk says Zest WEG's extensive footprint around South Africa and linkages with the rest of the continent positions the company well to introduce the WEG WG20 range to new and existing markets.

"Our geared motors will be given the high levels of service and after-market support for which we are well-known," he says.

From super cars to respirator valves

FERRARI has started to produce respirator valves and fittings for protective masks at its Maranello plant as one of its initiatives in support of health workers treating coronavirus patients.

The department where car prototypes are usually built is

producing these thermoplastic components using additive manufacturing technology.

Some valves have been developed by Mares, a diving equipment manufacturer, tailor-made to fit their masks so as to create emergency masks to assist patients suffer-

ing from respiratory failure.

The logistics of the project were handled by Nuovamacut Gruppo TeamSystem, who also helped with the research of the different companies who contributed to the success of the project.

Other fittings are

being supplied to Solid Energy, who will use them to transform Decathlon snorkel masks into aids to protect healthcare workers exposed to infection.

In the next few days, Ferrari plans to manufacture several hundred items of equipment that are already being dis-

tributed by some of the companies involved, with the coordination of the Italian Civil Protection, to various Italian hospitals including those in Bergamo, Genoa, Modena, and Sassuolo as well as to health workers in the town of Medicina, near Bologna.



Fishing industry's corrosion issues solved

THE Cape's well-developed commercial fishing industry operates in a highly corrosive environment where most of the problems of corrosion can be solved with duplex stainless steel.

Pitting corrosion, caused by chlorides in water and stress corrosion cracking are the main corrosion issues in the marine environment – at sea and on land.

Duplex stainless steel offers:

- Higher strength

with reduced thickness and therefore reduced weight

- Good weldability
- Good toughness – particularly at low temperatures
- Lower nickel content reduces the cost of the stainless steel

The Cape branch of NDE Stainless Steel supplies duplex – mainly LDX 2101 – to the fishing industry for various products.

These include tanks,

screw conveyors, exhaust boxes, ship nose cones and wheelbarrows.

A cost-saving is achieved on the material as well as on reduced down-time because of stainless steels' longer life span.

NDE supplies and stocks a comprehensive range of stainless steel grades and products for hygienic and corrosion resistant solutions in many Cape industries.

Specific items are stocked for customers

year round as well as during annual maintenance, ensuring a consistent supply with reduced downtime.

NDE also offers guidance and support in design and selection of the appropriate grades of stainless steel for many different applications, each with a specific set of circumstances.

The correct choice from over 500 grades and finishes of stainless steel is crucial to ensure hygiene and prevent corrosion.



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Multi-role crane has beam-changing hoist



Open-drum and closed-drum Condra K-Series hoists (painted green).

A contract won by GTB Industrial Services will see Condra manufacturing a technically complex crane to service an Mpumalanga colliery's dragline excavator

GTB is Condra's authorised agent for the Witbank region.

The order, won against strong competition, calls for a maintenance crane capable of working within the very constricted area of the dragline house, which contains motors and gearboxes controlling the excavating boom and dragline, and large hydraulic cylinders to control the pontoons. Space is at a premium.

Condra proved better able than its rivals to meet the complex criteria of the specification, chief of which was the requirement that the hoist be capable of separating completely from the maintenance crane, and moving away along individual roof beams as an independently operated underslung hoist to recover machine components to the central working space.

The hoist has also to be able to independently deliver loads to transport waiting outside the dragline house, should component repair within the house not be possible.

The requirement was met by designing the crane's 12,5-ton hoist as a beamchanging machine, and fitting the

crane with an interlock to prevent the hoist from leaving it unless the crane is securely connected to the selected beam.

Power to the hoist is supplied via a cable drum instead of by the crane's cable loop system.

Managing director Marc Kleiner said that Condra was able to draw upon previous experience of dragline maintenance cranes, overcoming engineering complexities to deliver a machine that allows a single hoist to carry out work that would more usually be undertaken by multiple units.

"Our design office tabled an innovative proposal that was also able to deliver more working room than our competitors," he said.

"We can quite often pull a rabbit out of the hat when nobody else can, but we think that this time it was also our ability to manufacture within a short lead time that helped win the order."

Lead time for the contract is just fourteen weeks.

A key component of Condra's overall design for the crane is its manual beam interlock, which incorporates an anti-derailment limit switch to prevent hoist movement until beams are locked together.

Besides rendering impossible any move-

ment of the hoist close to the end of the beam, this design also delivers the large tolerances needed to cope with beam movement when the dragline moves position. Dragline movement takes place by "walking" on pontoons which are repositioned for each step, tilting the machine house forward and placing stress on the structure as well as on the crane itself.

A hoist from Condra's K-Series was chosen for the design because of its adaptability and particularly robust construction, well suited to these stresses.

K-Series hoists are produced in three main configurations: foot-mounted, underslung monorail and double-rail crab. Fully covered hoists in the series 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. Lifting and reeving arrangements include centre-lift.

Condra will deliver the dragline maintenance crane during the month following the easing of Covid-19 quarantine restrictions.

Specialised dry-type transformers for Saldanha port upgrade

TRANSNET's upgrade of its port facility at Saldanha Bay will include dry-type transformers from specialist company Trafo Power Solutions.

The company is supplying specialised transformers for the Tippler 3 project at the iron ore load-out station. Factory-acceptance testing was completed in December 2019, according to Trafo Power Solutions managing director David Claassen.

The construction of a third tippler at the Saldanha Bay port is to sustain iron ore

net's upgrade project.

Trafo Power Solutions' contract was for the design, supply and commissioning of five dry-type transformers. There are two 1 000 kVA units and a 3 150 kVA unit, both stepping down from 11 kV to 400 V. The other two units 3 500 kVA and 4 500 kVA capacity respectively, taking 11 kV to 3,3 kV.

To resist the corrosive sea air, all the transformer enclosures will be manufactured from 3CR12 grade of stainless steel. The enclosures are also to be IP33-rated to

tion, which would just be shrouded by a heat-shrunk material. The special terminations also facilitate easier maintenance or removal.

"The units will provide the medium-voltage supply for the Tippler 3 project and its associated infrastructure, including equipment like conveyors," he says. "All the transformers will be supplying non-linear load to a certain extent, so they have been designed with a K-factor of four."

The K-factor is a measure of a trans-

formers.

Designed locally by Trafo Power Solutions, these dry-type transformers are manufactured in Italy by strategic partners TMC Transformers, experts in cast resin transformer technology. All products are routinely factory-tested according to IEC standards, but type-testing and special testing can also be conducted.

"The standard applicable to dry-type power transformers is IEC 60076-11," Claassen says. "TMC's advanced laboratory facilities allow us to conduct the



Measurement of partial discharge level during routine testing.

export volumes of 60 million tons per year when the existing tipplers are refurbished in future. It will integrate with the rail system bringing ore via the 860 km line from mines in the Northern Cape. Key aspects of the new infrastructure comprise the 285 ton tippler itself, a loading vault below ground and a conveyor tunnel. New buildings, service roads, bridges, railway lines, conveyors, lighting and bulk electrical supply infrastructure are also part of Trans-

net's upgrade project.

ensure a high level of ingress protection against moisture and dust. "The enclosure design also incorporates cable boxes and Type C, totally enclosed plug-in bushings for the terminations," he says. "This provides a boot covering which is touch-potential safe, and also provides for efficient plug-and-play installation."

This is a significant improvement on the regular lug and bolt copper connec-

former's ability to withstand the heating effects of non-sinusoidal harmonic currents created by electronic equipment. The higher the K-factor, the greater the harmonic heating effects.

As dry-type transformers are cooled without the use of oil, these units will receive forced ventilation when a preset temperature is reached. This ventilation is provided from a row of fans which Trafo Power Solutions has designed to be bolted below the location of

full range of tests in-house, in accordance with what these standards and whatever other requirements are designated by the customer."

At Saldanha, Trafo Power Solutions is also responsible for building auxiliary protection and control panels, which it locates remotely from the transformers. These include temperature control sensors that communicate with the port's broader control and monitoring network.

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Increased production for facemasks and respirators

“FIBERTEX, has increased production capacity of materials so desperately needed during the global COVID-19 pandemic,” explains Rosa Naidoo, Sales Manager, Fibertex South Africa. “Our team is collaborating with local mask manufacturers, to be able to promptly supply high-quality facemasks and respirators, so desperately needed by health workers and the people of South Africa. We are determined to do what we can to save lives and to help flatten the curve as quickly as possible.

“It is critical in the design and manufacture of facemasks and respirators, that the correct materials are used to meet stringent quality and safety requirements – as specified by healthcare authorities. Fibertex synthetic nonwovens and nanofiber-treated products are certified for use in various functional layers in protective facemasks and respirators. Functions include moulding supports, particulate efficiency layers and barriers against the COVID-19 virus. These high-performance materials also offer protection against bacteria and liquid penetration.”

Fibertex Nonwovens has developed a versatile component - Adhetex 40A90NP0 - which is designed to improve the filtration efficiency of protective face masks and to also extend their safe storage period. By utilising premium, high-efficiency Fibertex nanofibre layers in the production of protective face masks, end-users can expect to reach N95 and FFP2 level of protection.

The main benefit of Fibertex nanofibre layers, being a purely mechanical filtration layer, is guaranteed efficiency of the filtration layer during the lifetime of the mask.

Another important benefit of this advanced technology, is durability of the nanofiber layer, which enables extended storage time of masks, making them suitable for use as disaster and epidemic relief safety stocks.

Fibertex Adhetex nano materials are most commonly used in HEPA (High-Efficiency Particulate Air) filters for masks, industrial dust collection, gas turbine air inlet filtration, air-con-

ditioning units, automotive components and filters in domestic vacuum cleaners.

Fibertex depth filtration media – which extend the service-life of the filter – have a gradient structure comprising an ini-

tial pre-filter layer, a dust-holding layer and the final nanofiber layer. Media is available in various thicknesses, depending on specific end-user requirements.

Fibertex Breathetex 140WH is one of the

components used to mould and shape masks.

This material, with FFP1 and FFP 2 / N95 efficiency levels, is positioned adjacent to the melt-blown and outer spunbond layer of the protective mask.



Fibertex SA has developed versatile high-performance components, which form a critical part of protective facemasks and respirators.

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Beyond the box

MORE than 12 million tons of paper and paper packaging have been recovered in South Africa for recycling during the past decade. The overall paper collection rate in 2018 of 71.7% is comparable with the most successful countries globally. This, according to the Paper Manufacturers Association of South Africa (PAMSA),

ensures that waste paper is diverted from landfill and recycled into new products.

Although 2019 has seen over-capacity of both pulp and paper worldwide, collection rates for the year-to-date are still looking good. However, the global market for waste paper has changed considerably over the past few

years and this, plus the local economy's lack of growth, means 2020 is expected to get off to a slow start.

China's stricter requirements for cleaner waste paper imports since the end of 2017 and their ultimate aim of having zero imports in a year or two has meant that 30 million tons of waste paper needs to find

a new home. As a result, global prices of waste paper have declined significantly, and in some countries, you even have to pay to have your waste paper collected.

These structural changes present both a challenge and an opportunity.

Successful paper recycling in SA

South Africa is in the enviable position of being able to recycle up to 90% of its recovered waste paper locally into paper packaging, serving the agricultural, manufacturing and retail sectors. A country like Sweden has high collection rates but only recycles 11%; the majority feeds waste-to-energy plants.

The challenge – and opportunity – is to develop new uses for recovered waste paper during this economic slowdown, which has led to lower production by South African paper mills that use waste paper as raw material.

Greener opportunities in wood-based fibre products

PAMSA's producer responsibility organisation, Fibre Circle, has earmarked R2 million specifically for research and development of alternate and innovative uses for waste paper.

Fibre Circle is aimed at broadening the scope and use of recovered paper through extended producer responsibility (EPR). Representing manufacturers and importers of paper and paper packaging, Fibre Circle's EPR programme seeks to support the establishment of infrastructure and alternative systems to support the collection and reprocessing of recyclables.

"In line with the circular economy, we have to work together to develop new paper-based solutions to prevent valuable and usable fibre going to landfill and ensure it is turned into value," says Francois Marais, manager of Fibre Circle. "This will require exploring novel material substitutions."

"There is also a socio-economic imperative – we cannot afford to see the fruits of 10 years of entrepreneur training and SMME creation come to nothing," says Marais. "We have to adjust to a new normal: reduce the amount of packaging we consume and find innovative uses for waste paper, beyond cardboard boxes."

Wood-based fibre, which includes paper and board, is a greener and renewable alternative to fossil-based materials.

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Boiler and burner service during lockdown



A number of service engineers in the field showing their commitment to the global fight against the Corona virus. They are remotely monitoring client's boilers and are able to react timeously to ensure continuity of essential services.

COMBUSTION Technology (CT) is officially registered as an

Essential Services Provider during the lockdown period.

Essential Services staff is on hand to support customers and

any institution that needs assistance offering technical expertise as well as critical spare parts.

Critical industries served include health-care, food production, livestock, oil, pharmaceutical and breweries.

Remote Boiler Monitoring & Management – How does it work?

Installations equipped with its AutoFlame Management System, allow CT to log onto any site equipped with the technology and monitor a boiler running in real time - with

up to 10 boilers connected per site.

All burner functions, fuel consumption vs steam generation, steam flow metering, fuel pressure sensor, water level control, ideal emissions (O₂, CO₂, CO) and many more parameters can be enabled and managed on a 24/7 basis.

The AutoFlame Management System provides peace of mind when sites are unmanned during lockdown, providing:

- Secure 24 h. connected control room with 24/7 monitoring.
- A data transfer in-

terface that collects & stores data of the systems operations and emissions.

- Control of all burner and boiler functions to ensure continuous optimum levels of efficiency and operation,
- Immediate alert notification of irregularities and any control issues.
- Expert opinion & support on call 24/7

Service & Support

During this period of lockdown, service teams take all regulatory precautions while

visiting sites including: Social distancing – the 2 m rule.

Establishing with the customer the most appropriate times for service personnel to conduct safe work practices in vulnerable work environments. Service personnel are fully equipped with protective clothing, including masks and gloves at all times.

Spare Parts

Abundant supplies of critical spare parts are always held in stock and during the lockdown period are available on a 24h/day basis.

Converting a boiler from coal to NG

By Dale Stevick Senior Specialist at Fossil Consulting Services (www.fossilconsulting.com)

MODIFYING an existing coal-fired boiler to natural gas firing capability, either to replace or to supplement coal as the primary fuel source, is an extensive – and expensive – project. Although each project is different, the scope of the conversion will ultimately determine the installation costs. Capital costs can be offset by several factors. First, natural gas systems have fewer “moving parts” such as coal conveyors, crusher/dryers, etc. For this reason, the maintenance and manpower costs associated with the natural gas systems are less expensive than the coal systems. Second, projected fuel costs between coal and natural gas show that natural gas will remain cheaper per BTU than coal for the foreseeable future. Finally, by ranking higher in the merit order, a natural gas powered unit may be called upon more frequently to be brought online to meet demand, thereby increasing revenue.

There are numerous factors which must be considered when evaluating the possibility of a coal to natural gas conversion project, such as cost (both short term and long term), access to fuel supply, emissions, and impacts to power plant performance. Each factor must be evaluated to determine if a fuel conversion is feasible.

Initial cost is a large factor to be considered. Converting a coal fired boiler to natural gas requires extensive modifications to existing power plant equipment (including the internal structure of the boiler), the installation of new equipment, and the

demolition (or retirement) of existing coal handling equipment. In some cases, existing plant equipment such as flame scanners may be able to be reused following the conversion. However, a careful evaluation of each system should be made to ensure that the equipment to be reused won't have a negative impact on the performance of the power plant following conversion.

Additionally, the adequacy of the natural gas supply must be considered. Some sites may already have natural gas available, either to other units or as an ignition source. In this case, the existing supply may

be sufficient to meet the demand. However, if the existing supply is not sufficient, or there is no supply available, the addition of a new natural gas pipeline as well as the associated regulating and filtration equipment must be considered.

Firing natural gas causes a significant change to the boiler heat profile as compared to firing coal. Because firing natural gas nearly eliminates slagging and fouling of boiler tubes, the heat released by burning natural gas is absorbed lower in the furnace. This results in less heat available in the upper areas of the boiler for the superheater tubes

(pendants), which results in lower superheat temperatures. Some boiler designs are able to operate despite this reduction in temperature; others require additional equipment, such as flue gas recirculation fans, to raise the overall boiler temperature to maintain superheat temperature and maintain boiler efficiency.

These initial costs must be balanced with the long term financial benefits of natural gas firing. Fuel costs are one of the primary considerations in this long term analysis. The direct cost savings of natural gas verses coal are obvious; others may not be as

readily apparent. Transportation of fuel, fuel handling (coal pile management, conveying, drying, crushing, etc.) are all eliminated. The need for post-combustion controls, such as ash removal and chemical injection for emissions control may be completely eliminated from the power plant processes. These processes are both labour and maintenance intensive, and by elimination, significant cost savings to operations can be achieved.


Any new systems associated with the conversion will require modifications to the existing control systems, including changes to the


burner management system to maintain boiler safety and to the combustion control system to maintain boiler load. Changes to power plant operating procedures, such as startup and shutdown, maintenance procedures, and qualification procedures for both present and future operators must also be considered.

While design and construction of the conversion project is vital to success, choosing a company to develop a training and qualification program as well as operating and maintenance procedures is just as vital. Make sure that the company chosen to

perform these aspects of the project has the expertise and experience necessary to develop and deliver an Operational Readiness Program that will meet those demands.

While most Eskom stations are between 20 and 30 years old, we have certainly had projects with similarly aged (and older) boilers. I believe that converting to natural gas can actually extend the life expectancy of a boiler; however, there certainly are other factors to consider, such as boiler tube strength (i.e. number of plugged tubes), that would affect the structural and thermal integrity of the systems.





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Partners respond to COVID-19 pandemic

Cummins will utilise labour and equipment typically used for producing diesel engine filters to manufacture high-efficiency particulate filters for use in 3M's Powered Air Purifying Respirators

CUMMINS has reached an agreement with 3M to manufacture high-efficiency particulate filters for use in 3M's Powered Air Purifying Respirators (PAPRs).

PAPRs are important equipment for front-line healthcare workers responding to the COVID-19 pandemic. PAPRs use a battery-powered

blower that sends filtered air into a hood or head top that covers the wearer's head or face.

They provide increased levels of respiratory protection, especially for critical healthcare situations such as aerosol generating procedures. PAPRs may also be more comfortable to wear for those who need respiratory protection for long periods of time.

The partnership has the potential to more than double the current production of filters for 3M's PAPRs. The additional filters are needed as 3M has



ramped up its production of PAPRs to meet a surge in demand for personal protective

equipment due to the COVID-19 pandemic. Tom Linebarger, Chairman and Chief

Executive Officer of Cummins says that "Working with 3M, we discovered our tech-

nologies and manufacturing expertise could be relevant as we partner in new ways to help protect healthcare professionals."

Cummins will use existing manpower and equipment at its Neillsville, Wisconsin facility in the US to pleat the media, assemble it into cartridge housings and carry final testing before shipping the filters to Valley, Nebraska, where 3M's PAPRs are manufactured. Production of the filters at Cummins' Neillsville location is expected to begin by the end of April.

"3M continues to work around the clock

to get personal protective equipment, including PAPRs, to the heroic healthcare workers and first responders on the frontlines of the COVID-19 fight," Mike Roman, 3M Chairman of the Board and Chief Executive Officer, highlights. "Our partnership with Cummins will help us produce more of this critical equipment in the coming months."

Cummins' Filtration business designs, manufactures and sells air, fuel, hydraulic and lube filtration, as well as chemical technology products for diesel and gas-powered equipment around the world.

Low-cost automated bag mask ventilator developed

SEEING the need for devices to assist people suffering from Corona-19 and other diseases, a multi-disciplinary team of innovative young engineers based at the Propella Business Incubator in Port Elizabeth have dropped all their other projects to develop a low-cost bag mask ventilator.

The device fills the urgent need for a low-cost non-invasive ventilator for less serious cases, and frees up the expensive units used in intensive care units for those in need of advanced care.

"I was impressed by the simplicity, yet effectivity of the design," says Port Elizabeth anaesthetist specialist Dr Hennie Smit. "It is meant to assist respiration and not full ventilation, and therefore only needs a tight-fitting face mask, and is suitable for use in general wards where it can be monitored by non-specialist nurses," he said after evaluating the working prototype.

Dr Smit's assessment is supported by

an award-winning Port Elizabeth-based pulmonologist, who has provided guidance on additional features.

Propella incubatees and Nelson Mandela University engineering students Zain Imran and Neo Mabunda teamed up with Zain's brother Zaahid and Kelvin Langwani to develop a working prototype within five days.

"In anticipation of the lockdown we moved our 3D printer and other necessary equipment and components such as motor and microcontroller from Propella to Zain's home for the lockdown," says Mabunda.

At the heart of the unit is an inexpensive plastic pouch called a bag-valve resuscitator, or Ambu bag, which most hospitals already keep – and, crucially, according to Zain Imran, already has the necessary medical certification.

"We set the standards based on WHO (World Health Organisation) requirements for ventilators and



Neo Mabunda (left) and Zain Imran.

ticked all the boxes, such as the volume of air delivered to the lungs, the breaths per minute, Inspiration/Expiration Ratio (IE) and control/fail-safe capabilities," says Imran.

"The result is a pre-intensive care ventilator that ticks many of the requirements of a high-end ventilator,"

he adds.

The Salutaris (Latin for life-saving) device is powered by a servo motor that expands and contracts two arms. Rapid prototyping was possible thanks to the 3D printer.

It can be powered by mains or a car battery. Durability testing is underway.

The Propella team

is also linked into the Massachusetts Institute of Technology (MIT) in the United States, which is working on a similar concept.

"A number of teams around the world have announced ventilators which appear to be functional, but where the Salutaris differs is that it is a highly

engineered solution designed from the outset for manufacture with full production and cost optimisation in mind," says Engeli Enterprise Development operations director Wayne Oosthuizen.

Engeli, which founded the Propella incubator together with the NMU, is assisting with fund-raising and commercialisation of the bag ventilator to ensure it is made available to hospitals and clinics as soon as possible.

"We are aiming to start production as soon as the tooling for the injection moulded parts is complete. All that is holding us back is the finalisation of the funding needed for the tooling and initial investment in components," says Oosthuizen.

Another Propella incubatee Clifford Hamilton is working on the moulds and helping with the design to make it as efficient as possible for manufacturing.

Final pricing is not yet available as some

components will have to be imported, "but we are setting our pricing benchmark at R5 000 or less.

"This isn't about maximising profits, but getting an operational and cost-effective ventilator into hospitals," says Oosthuizen.

A production facility is being designed with the help of Grant Minnie of Propella, who is an industrial engineer.

"We have the factory space and are sourcing certified reusable face masks, which will both bring down the operating costs of the machines and speed up delivery.

"The plan is to produce up to 20 000 units a month, if the market demands this," he says.

"This fast-track rollout from concept to production shows the power of the Propella ecosystem which we have crafted over the past few years," says Propella manager Anita Palmer.

Further information is available on the Propella website, www.thepropella.co.za

AirAsia unveils red PPE suits for cabin crew



Zoot suits for cabin staff!

LOW-COST carrier AirAsia has introduced new personal protective equipment (PPE) for its cabin crews to be used as flights resume in the coming days in the region.

Designed in collaboration with Filipino fashion designer Puey Quinones, the PPE suits, which were launched last month during a recovery flight from Bangkok to Manila, embrace the airline's signature red-hot colour and have reportedly been approved by the Philip-

ines' Department of Health.

According to Mr Quinones' Instagram account, the Los Angeles-based designer has been busy designing and manufacturing PPE suits for hospitals as well as brands such as AirAsia following the outbreak of the coronavirus.

Flight attendants will be required to wear the PPE on all of the carrier's domestic and international flights.

Airlines are among the businesses hit hardest by the pandemic.

"Flight attendants will be required to wear the PPE on all of the carrier's domestic and international flights."

Singapore Airlines recently announced the cancellation of 96 per cent of its scheduled flights until the end of June, while Mr Richard Branson is reportedly seeking a buyer for Virgin Atlantic Airways as he struggles to secure a £500 million (R12,5bn) government bailout.

On April 17, AirAsia announced it is set to resume scheduled domestic flights commencing with Malaysia on Wednesday (April 29), followed by Thailand on Friday (May 1), India (May 4), Indonesia (May 7) and the Philippines (May 16), subject to approval from authorities.



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Starting from a small office in Cape Town CBD, the company name Pienaar Brothers was registered in 1962. Over the years they have grown to one of the largest suppliers of Personal Protective Equipment in Southern Africa. Currently it has 10 branches throughout the Northern, Western, Southern and Eastern Cape and KZN, located in Cape Town (head office), Wellington, Worcester, Saldanha Bay, George, Mossel Bay, Port Elizabeth, East London, Durban and Kathu.

The company – a level 3 BEEE contributor – is proud of its reputation, stock holding and service delivery to its customers. A comprehensive range of personal protective equipment is supplied to a diverse spectrum of industries including Mining, Manufacturing, Oil & Gas, Agriculture, Construction, Fishing and Food industry.

Its mantra is at all times, to strive for on-time, in full order delivery to the customer's doorstep by well-presented friendly staff via its fleet of 22 highly visible delivery vehicles.

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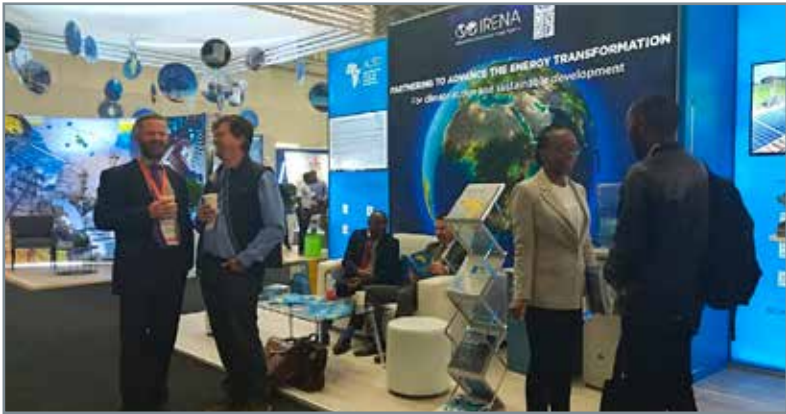
Over the years Pienaar Brothers developed their own range of products that cater for a number of industries, one of them is the well-known Raven Spectacle range. It also has close relationships with number of international suppliers and provides premium PPE products from 3M, Bova, LeMaitre, Wayne, Neptune, Profit, Uvex, Honeywell, DuPont and CAT amongst others.

Pienaar Brothers recently completed a major revamp of its retail outlet at its Paarden Eiland premises -22 Auckland Street - and invites customers to view its comprehensive range of PPE approved gloves, workwear, safety footwear, eye protection and respirators – all in one modern and accessible retail outlet that provides for all industry.

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2021 Africa Energy Indaba

THE annual Africa Energy Indaba conference and exhibition, comprising B2B and B2G platforms for direct contact into the African continent, will be hosted from the 2 – 3 March 2021 at the CTICC in Cape Town.

The Africa Energy Indaba is well established and known to attract African energy decision makers, including Energy Ministers, to source the latest energy solutions to meet the continent's growing energy demand.

The main event is linked with a host of side events including networking activities and an interactive Market Place Business Matchmaking Programme. Adopted as the Africa regional event of the World Energy

Council and hosting strategic partnerships with many other energy industry bodies, the Africa Energy Indaba enjoys the backing of leading energy organisations who attract their energy constituencies to attend the event.

SAPICS event postponed

IN light of the Covid-19 pandemic, SAPICS, The Professional Body for Supply Chain Management, has announced the postponement of the 2020 SAPICS Conference, Africa's leading knowledge sharing and networking event for

supply chain professionals.

New dates for the conference, which was scheduled for the end of June, have been secured from 22 to 25 November 2020 at the Century City Conference Centre in Cape Town.

For further information or to register for SAPICS 2020, call 011 023 6701 or email info@SAPICS.org.za. Up-to-the-minute information is also posted on the SAPICS Conference website: <https://conference.SAPICS.org>

African Utility Week and POWER-GEN Africa - free virtual event

AFRICAN Utility Week and POWER-GEN Africa may have been postponed to November 2020 but due to popular demand for information, expert opinion and connections with peers and custom-

ers, the organisers are to stage a Virtual Event taking place on 11-15 May 2020.

The event promises participants will:

- KEEP ENGAGED with ex-

pert speakers on the industry's hot topics

- GET INFORMED about the latest insights and solutions with 10 sessions over five days

- STAY CONNECT-

ED with peers through our exclusive virtual matchmaking

To find out more and to register, visit <https://www.african-utility-week.com/virtual/virtual-programme>.



Securex, A-OSH EXPO and Facilities Management Expo postponed to August 2020

SPECIALISED Exhibitions, a division of the Montgomery Group, exhibition organiser, has taken decisive action following developments in the COVID-19 national state of disaster. The organisation has opted to reschedule its Se-

ecurex South Africa, A-OSH EXPO and Facilities Management Expo trade shows to 18 to 20 August 2020.

The three co-located shows will still take place at Gallagher Convention Centre in Johannesburg.

Gary Corin, Managing

Director of Specialised Exhibitions, says, "We fully support the countrywide lock-down, and have decided to postpone the expos to later in the year. Specialised Exhibitions looks forward to hosting a strong showing for the safety, security

and built environments later this year, and appreciates the support of all stakeholders."

Queries around Securex, A-OSH EXPO and Facilities Management Expo can be directed to svens@specialised.com

Western Cape Government to turn CTICC into 800 bed COVID-19 hospital

THE Western Cape Cabinet agreed to use the CTICC as a temporary COVID-19 hospital, creating the capacity for the care of an additional 800 people at the peak of the pandemic.

Globally, healthcare resources have been placed under severe pressure as a result of COVID-19.

The Western Cape's scenario planning has predicted a shortfall of 1 000 acute beds in the Province at the peak of the pandemic. The

use of the CTICC will make up the majority of this shortfall- and allow care to be rendered to those who need it.

The remainder of the shortfall will be made up of temporary beds in other facilities, in appropriate geographic locations.

Since it opened its doors, the CTICC has been an important part of the City of Cape Town and the Western Cape- contributing to the travel and events economy and creating thousands of jobs. It

has hosted world leaders and celebrations. Its use as a hospital to care for hundreds of ill people during this global pandemic is its most significant contribution to our region yet.

The agreement allows the Western Cape Government to make use of the CTICC 1 building immediately until 7 September, with an option to extend this on a month-to-month basis until the end of the year.

The CTICC has agreed to waive the

hire cost of the venue, as part of its contribution to the fight against coronavirus. The temporary infrastructure build, operating and catering costs for the initial hire period will total approximately R47 million.

This amount excludes the costs that the Department of Health will incur in providing clinical equipment, oxygen, medication and temporary staff for the temporary hospital.

The intermediate care beds will cater

for patients, presenting with milder clinical signs who need hospitalisation and treatment including administration of oxygen. The CTICC will not provide care for patients with more severe clinical signs, which will require intensive care treatment.

Security at the site will be provided by the CTICC and augmented by the City of Cape Town.

The site will be fitted out to be ready by the first week of June, well

before the expected peak when these beds will be required.

The comprehensive layout of all the services which will be made available on site – including the beds, showers, nursing stations, support stations, physio stations, and bulk oxygen storage tank spaces, amongst others, – has already been prepared and as of today, is signed off for execution.

Cape Town Mayor, Dan Plato said: "The City of Cape Town and

Western Cape Government are working together to ensure a proactive and effective response to the pandemic. Due to the identified shortfall of hospital beds, we need to make use of the available resources at our disposal to adequately address the outbreak and to treat patients on a large-scale. This facility is well-placed with the necessary infrastructure to easily allow the site to be used as a temporary hospital."



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Standard Bank to fuel Payment24

SOUTH Africa's largest bank Standard Bank has acquired an influential 40% stake in Century City-based digital fuel management solutions and telematics company Payment24 Group.

Payment24 Group – which was only launched in 2014 – is a fast growing technology development firm that supports companies with large vehicle fleets.

The company was launched to fill a gap in the fleet fuel payment space, and already operates across Africa and boasts a wide adoption of its fuel management app in South Africa.

Payment24 has partnerships with major filling stations in the country.

The company's solutions include the Payment24 fuel management platform, fleet fuel management solu-

tions, mobile fuelling solutions and vehicle tracking as well as telematics and geofencing solutions.

These solutions are all developed locally.

The emergence of Standard Bank as a major investor in Payment24 is surprising – and CBN wonders whether with local telematics specialists like Mix Telematics and fuel companies like Kaap Agri's The Fuel Company were interested in the company.

Joint CEO of Payment24 Shadab Rahil reported that the new deal was driven by a successful three-year relationship with various divisions of Standard Bank.

This included the roll-out of the Blue-Fuel Fleet Card system across Namibia – which ensures that only authorised vehicles are able to fill up and authorize transactions.

According to Derick De Vries – the executive head of fleet management at Standard Bank – the activities of Payment24 aligned to the Bank's efforts and key strategic objectives of developing meaningful relationships that provide innovative solutions for clients.

"At the same time, the acquisition is set to fast-track Payment24's growth as it can leverage new opportunities."

De Vries believed that through Standard Bank's strategic investment into Payment24, the bank's fleet management segment would strengthen its footprint across the African continent. He reckoned the bank would also remain the leading digital and analytics-led fleet management services provider in Africa.

De Vries added that the investment in Pay-

ment24 would also allow Standard Bank to provide its customers and oil company partners with an effective and digitally enabled solution to facilitate fuel, repairs and toll purchases across the 35 transport hubs and corridors in Africa.

"These payment solutions provide mobile, RFID (radio frequency identification) and biometric capabilities that are cloud-based, infra-structurally light with short deployment timeframes...it's exactly what our clients expect from their fleet management provider".

Rahil noted that Payment24 had a good relationship with Standard Bank for some years. "Our new partnership presents opportunities for both Standard Bank and Payment24. Standard Bank is the biggest bank in Africa, so this gives Payment24 leverage for growth into new markets and customer segments across the continent."

Rahil said Payment24 was already on a growth trajectory. "But this new deal positions us for further exponential growth. We see this as a very strong partnership, with synergies across a number of divisions."

Payment24 had humble beginnings five years ago when it was launched out of Paradigm Group, a Cape Town-based information and communications technology (ICT) company.

The big differentiator was Payment24's ability to independently verify a specific vehicle on the forecourt together with the identification of the driver.

At that point the systems available tended to be very hardware intensive, were extremely susceptible to fraud and provided minimal real-time capabilities.

A major breakthrough came in 2019 when a partnership was launched with energy



giant BP and super-market chain Pick n Pay Smart Shopper – where a loyalty card now sees Payment24 technologies underpinning fuel transactions for 7 million-strong cardholder base. This effectively became the biggest fuel loyalty programme in South Africa, giving Pick n Pay's Smart Shoppers loyalty points when they refuel at BP fuel stations.

Payment24 was also selected as one of 36 ventures to participate in the international 500 Startups Global Seed Accelerator pro-

gramme in San Francisco in 2017 – which paved the way for an entry into the US.

However, while the company had planned to expand into North America last year, growth across Africa was so strong in recent months that a US foray had to be delayed.

Payment24 has been expanding across Namibia, Kenya, Ghana, Botswana, Nigeria and Mozambique, and aims to be one of the top three players in the pan-African fuel payment space within the next few years.

Dealing with the devil you know

AS you enter into a new business relationship, it is important to know everything about whoever is on the other side of the handshake (or elbow bump!). By following these three steps, you could greatly reduce the risk to your company and prevent finding out the hard way.

Whether it be a new trade-partner, potential client or alternative supplier, taking the time to investigate who you do business with, will eliminate any nasty surprises in the long run. Entering into a business relationship with the wrong person or company, not only has the potential to leave you high and dry; chasing payment; stock or having to appease disgruntled customers resulting from incompetence that is out of your control. Just doing business with someone with a bad reputation can tarnish your own name, and in turn could drag you down with them. Setting aside just a little bit of time and resources to do your online commercial or consumer search, will pay off exponentially in the long run.

1. Perform a background check

A simple Google search isn't enough – although it isn't a

bad place to start. As a rule of thumb, the more visible and active a company appears to be, the more likely that it is to be reputable. When typing a company's name into the search bar and nothing appears, this may signal a red flag of concern. Information like the company registration date, business function, address, a record of any name changes, and at the very least a bank account verification. The degree to which you will need to dig will depend on the nature of the business transaction.

2. Ask for references

The very act of requesting references from the prospective company can reveal a lot in itself. Any hint of hesitation or an attempt to stall, could be a sign that they are possibly attempting to hide something. Compliance should mean providing at least three written testimonials containing the nature of the working relationship, the scope of work, the time period, as well as contact details which could also be found in our enquiry history online. No matter the size of a business, a word of mouth appraisal still goes a long way towards painting a full picture of who you are getting into bed with.

2. Investigate their credit rating

No matter how great a company or consumers' credentials can seem on paper, at the end of the day, money talks. By running a simple online credit check on the prospective business/consumer, you can instantly find out if they are listed as a defaulter or carry any past judgements against their name.

Doing your research is pivotal when it comes to forming new working relationships, but as a busy business owner or manager, time is not always on your side. As an Accountability member, you can perform an Accountability Commercial Search on any prospective business at a click of the button 24/7. Our comprehensive Business Information report displays the business' identification (business name, start date, industry, business function, phone number, fax number, VAT number, physical and postal address), name history, registration details as per the registrar of companies, member's break down, civil court records, default data, and notarial bond information.

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Payment holidays explained for SMEs

"I want to highlight that the payment holidays are not without consequence. In these uncertain times, we must understand what economic interventions such as payment holidays entail and how they are going to unfold so that we may be prepared and prevent unnecessary future economic strain in the post-pandemic world", Hanno Bekker founding director of The Financial and Legal Research Group says.

Bekker says, "To make it through this pandemic and to prevent total economic collapse, regular South African consumers must continue to make their payments to businesses. SME's are the heart of our economy and employ millions of South Africans who still need salaries."

As of the 1st of April 2020, till the 30th of June 2020, the payment holiday will suspend your legal obligation to meet your full monthly bank repayment. However, it does not stop

the loan from incurring interest or bank charges.

In other words, you are still expected to pay the fees and interest incurred on your loan for these three months, after the lockdown is over.

Essentially, a payment holiday is a show of good faith from the bank saying that for the next three months they will not act against you for not paying.

As an SME you must meet the following criteria to qualify for a payment holiday:

- Your business must be based in South Africa
- The annual turnover of your business must be less than 20 million rand
- Your accounts and tax must be paid up to date including payments for March
- Your business must be in good standing with the bank

The payment holiday does not include pay-

ments on which your business has already fallen behind.

"We strongly recommend to all SME's who can afford it to avoid making use of the payment holidays. The long-term effect of paying interest on the increased amount after the three-month holiday can have a severe impact on your business' future cash-flow. If there is no alternative, then you should use it, but be aware of the implications.

Businesses can mitigate the economic impact of Covid-19 by taking their business digital wherever possible and maintain contact with their customer base. Rerouting all communication to cell phone lines, video-conferencing and email and transitioning into the e-commerce space can aid in stabilising some of a business' income and allow entrepreneurs to continue to do business to a certain extent" Bekker concludes.

Free transactions for grant disbursements during Covid-19

IT is anticipated that there will be millions of recurring grant recipients over the next three to six-month period. Micro-payment platform Ukheshe, together with its key strategic partners, Mastercard and Nedbank, has announced that the Ukheshe platform will be free to users during Covid-19 for a 90 day period.



Ukheshe card.

"You can register via app, USSD or WhatsApp, making it universally accessible."

This move aims to assist NGOs and government departments looking for alternative, cost effective solutions for mass disbursements.

Clayton Hayward, CEO and founder of Ukheshe, says that the

platform is uniquely aimed at facilitating micro-payments with a broader objective to address financial inclusion across the continent: "This makes us a perfect solution to the current crisis of grant disbursements. Not only do we offer a touchless payment facility, we also address key challenges such as a simple and easy to use system that is accessible and includes an effective cash-out mechanism. While, importantly, the platform is also extremely safe and secure."

According to Hayward, Ukheshe has the ability to offer both Peer to Peer (P2P) and Peer to Merchant (P2M) transactions: "You can register via app, USSD or WhatsApp, making it universally accessible. It means that you can pay and get paid via the platform with no bank account, you just need a mobile phone."

With more than 90 million mobile connections in South Africa according to Statista, Ukheshe is broadly accessible to the informal sector. Hayward

says that the good news is that the platform is fully functional and ready to assist with broad scale grant disbursements: "Cashing out will be made possible via ATMs, Pick 'n Pay and other retail partners."

As a local software development company, Hayward says that Ukheshe is also able to manage the eligibility of recipients and provide adequate registration facilities, through its current platform. It can also provide an audit trail and manage the dispensation process end-to-end.

The Ukheshe App is free, user friendly and easy to download for anyone needing to transact without a bank account.

Android: https://play.google.com/store/apps/details?id=guru.jini.ukheshe&hl=en_ZA

iOS: <https://itunes.apple.com/us/app/ukheshe/id1350353337>

'Considering selling your business?'

THE decision to sell your business could well be the most important decision a business owner will make. While there is plenty of information available on starting a business venture there is little advice and guidance on when and how to exit a business.

So if you are considering selling your business how do you maximise the return on your 'sweat and tears' and financial investment

over the years? "There are very important decisions a business owner must make and it is vital that a qualified and experienced professional be appointed to advice on the transaction" says George New of Horizon Capital Corporate Finance, a Cape Town based, 'boutique' corporate finance house, specialising in the sale and acquisition of medium sized enterprises. Selling a business can be a

very complex and time-consuming proposition with many issues to address, and many 'pitfalls' to avoid! George touches on certain of these issues below:

- Timing the sale of your business in terms of your personal objectives is critical. Considerations are retirement, part-retirement, personal asset diversification, a new venture, or merely a lifestyle

change. From the business perspective one must also consider the stage of the business in its life cycle, industry activity, as well as its capital requirements for further growth.

- "Value maximisation - Determination of the market value of a business - a business can be valued by price/earnings multiples, Net Asset Value

and/or by means of a Discounted Cash Flow - which is most applicable to your business and will result in the best valuation?

- "Compliance and deal structure - A business can be sold under different types of sale agreements each having very different tax, risk, legal and accounting implications.
- "Business sellers

must fully understand the deal structure and its implications, as well as any earnings warranties or other guarantees.

- "The buyer should be a good strategic and cultural fit to ensure synergies are maximised. In most cases the seller will be required to stay on for a period of time and so needs to get along with the new owners

in terms of goals, objectives, ethics and values."

George New adds "We provide a full turnkey solution for the seller from the initial preparation of the business for sale to the facilitation of the purchase payment. The service commences with attaining an understanding of the business as well as the owners personal objectives; it assists in preparing the business for sale, wholly or partially; undertakes a valuation of the business; prepares a comprehensive Information Memorandum; approaches potential buyers in a discreet and selective manner; identifies the optimal deal structure and negotiates a 'fair' price. Thereafter it oversees the preparation of the Sale Agreement and supporting documentation as well as facilitating the payment".

All discussions with potential buyers are governed by confidentiality agreements to protect the interests of the parties.

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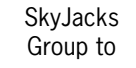
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Reusable label holders

“MARKEN label holders are perfect for attaching control documentation to bins, crates and racking in diverse industries, to prevent data inaccuracies,” says Ian Gallie, sales manager, Conceptainer, specialists in the custom-design and manufacture of packaging systems. “These sturdy label holders are re-usable, hygienic and easy to keep clean. These high impact-resistant label holders are unaffected by ultra-violet rays and challenging weather conditions and are also designed for non-absorption of contaminants, offering extended service life, even in tough environments, as well as the food sector, which demands pristine conditions.”



Marken label holder for attaching control documentation.

“They replace conventional clear plastic holders used to fix control documentation to rotor moulded bins, canvas and PVC material containers. The conventional means of fixing control documentation, using adhesive cards or clear pouches, is

often unsightly, uneconomical and has a short operational lifespan. Conventional pouches easily disfigure and eventually tear or break. Added to the inconvenience of this, unsightly adhesive residue can be retained on the container or racking when removed.”

Units are manufactured to the required size, using recyclable Polypropylene (PP); available in blue, black, grey and also in specified corporate colours to enhance a company's brand. The vertical

chamfered edges of the holder are adaptable to suit most packaging designs. This labelling system can also be attached to trolleys, containers, racking and shelving.

Allowing horizontal and vertical movement of packaging when labels are in position and by inverting the label holder, it can accommodate an A4 sheet vertically. The replaceable plastic document clips can be moved to various positions on the label holder to suit stock con-

trol sheets. This system enables scanners to read card information easily, eliminating data inaccuracies.

Self-tapping screws or blind rivets fix the Marken label holder securely to the bin, using the locating holes provided. Backing plates or washers are used to fix the holder to canvas and PVC material stillages. The recommended fixing method of these holders to steel cage and steel frame stillages is by cable ties or blind rivets.

Warehousing facility keeps mines productive



A view of the spare parts store at the FLSmidth Stormill facility.

OPTIMISING customers' production and maximising their return on investment is the ongoing mission of the well-resourced FLSmidth's warehousing facility in Stormill, west of Johannesburg.

According to Derek Lane, operations manager at FLSmidth, continued investment in the facility over the past decade has kept it at the leading edge of customer service. Today, it has grown to 10,500 m² under roof and 1,660 m² under crane, with dual lifting capacity of up to 40 tons.

“We have techni-

cal capability across FLSmidth's range of KREBS® slurry pumps, cyclones and valves,” says Lane, “allowing us to service customers through sub-Saharan Africa and into the Middle East.”

Strategic stocking is done on the full range of KREBS pumps from the UMD™ heavy duty, mill-MAX™, split casing slurryMAX™, gravel-MAX™ and vMAX™ range, all of which feature a recessed impeller design allowing the pumps to run dry. In addition, Technequip™ valves are stocked in a variety of sizes, both

flanged and wafer type. “Our workshop and warehousing capacity equip us to respond quickly to customers in various regions of Africa and beyond,” he says. “This is critical in helping maintain their operational uptime while keeping costs down.”

The quality of the FLSmidth's KREBS pump range also allows them to be offered to customers on a trial basis. Trial pumps can be run against time or tonnage targets to ensure that they exceed the performance of existing equipment, says service manager

Martin Jones.

“The service component in these trials includes a dedicated service technician who visits site for checking and fine-tuning during the trial,” says Jones. “This level of technical on-site collaboration from our teams allows operational parameters to be closely monitored and refinements made to specific performance requirements.”

The large stockholding of spares at Stormill for pumps, cyclones and valves is based on historical and forecasted customer consumption. Key customers also hold strategic consignment stocks at their sites. These are currently located in Zambia, the Democratic Republic of Congo and Tanzania, as well as with an agent in South Africa's Northern Cape Province.

He emphasises that all the Stormill facility's activity is strictly governed by recognised international standards. The operation is certified with ISO 9001 for quality, ISO 14001 for environmental management and OSHAS 18001 for safety and health.

What is SCM?

SUPPLY Chain Management (also known as SCM) focuses on the movement and storage of materials, data, inventory, goods and finances as they move from the point of origin to the point of purchase. Many different processes are involved in this process, which essentially deals with the co-ordination of supply chains within and among various businesses.

Numerous supply networks and channels are involved in the production and delivery of products and services. Before goods reach the customer, they go through a chain of processes that could include anything from operations management to logistics, procurement, IT and warehousing. SCM can be defined as the integrated management of supply chain activities, and has the primary goal of creating value, boosting infrastructure, leveraging global logistics and delivery.

As such, supply chain professionals are required to have specialised training that enables them to effectively oversee various supply chain functions. From transportation to warehousing, inventory management and production, this role plays a vital part of any successful business. For this reason, Supply Chain Management courses are often

highly in demand for those seeking to further a career within this challenging yet exciting field.

Why Consider A Supply Chain Management Course?

Providing a comprehensive overview of the various aspects of SCM, Supply Chain Management qualifications focus on quality improvement, innovation and how it affects the supply chain, challenge affecting the supply chain, risk management and various other modules that help to nurture qualified, skilled supply chain professionals. This qualification is ideal for those who are already working in a supply chain field or similar role and wish to update skills or knowledge, those wanting to advance within management roles as well as those wanting to pursue a career within this field.

A typical Supply Chain Management certificate from a distance learning institute such as Regent Business School provides learners with the following abilities:

- Provides students with a better understanding of SCM, as well as the benefit of integrated planning within the business sector, the components of a supply chain process and the overall objects

of quality within the supply chain.

- Gives students a better knowledge of the basic steps involved in purchasing, as well as the purchasing environment as it applies to the public sector.
- Enables students to devise a plan that ensures delivery and stakeholder satisfaction, through the management and planning of projects according to best practices set by project management processes.
- Provides students with an understanding of the numerous methodologies, tools and tactics used in negotiations while also providing a solid foundation for better negotiating skills.
- Equips students with the fundamentals of clear role differentiation, responsibilities of various people within the supply chain and the correct measures to enable effective processes.
- Gives students awareness of basic price and cost analysis from a purchasing and production point of view, along with a foundation for strategic thinking.

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SA fleet management market analysis - 2019 to 2023



THE "Fleet Management in South Africa - 4th Edition" report has been added to ResearchAndMarkets.com's offering.

The number of FM systems in active use is forecasted to grow at a compound annual growth rate (CAGR) of 15 percent from 1.6

million units at the end of 2018 to 3.2 million by 2023.

Highlights from this report include:

- Insights from numerous interviews with market-leading companies
- New data on vehicle populations and commercial fleets in South Africa and other African countries
- A comprehensive overview of the fleet management value chain and key applications
- In-depth analysis of market trends and key developments
- Updated profiles of 24 aftermarket fleet management solution providers
- Summary of OEM propositions from commercial vehicle brands
- Market forecasts

lasting until 2023

- Outlook on the African fleet management market beyond South Africa

The penetration rate in the total population of non-privately owned fleet vehicles used by businesses is at the same time estimated to increase from 34.6 percent in 2018 to 63.1 percent in 2023. South Africa is a relatively mature telematics market and the penetration rate is comparably high from an international perspective. Far from all deployments are however full-scale advanced FM solutions. A notable share of the installed fleet telematics systems on the South African market is represented by comparably low-end tracking systems, e.g. light FM solutions, including SVR systems extended with basic FM features.

The South African fleet management market is clearly dominated by five domestic players with broad telematics portfolios and more than 100 000 fleet management units in use in this market. The analyst ranks Cartrack and MiX Telematics as the largest providers of fleet management solutions in South Africa, together with having more than 0.5 million active units in the country. Tracker is the third-largest player followed by Netstar and Ctrack (Inseego).

Other top-10 players on the South African fleet management market include local providers such as Bidtrack (Bidvest Group), Digit Vehicle Tracking (Digicell) and GPS Tracking Solutions (Eqstra Fleet Management), as well as international players including Webfleet Solutions (Bridgestone) and Gurtam, all having esti-

mated installed bases of at least 30 000 fleet management units in the country. Bidtrack's owner Bidvest is notably in the process of acquiring Eqstra Fleet Management including GPS Tracking Solutions.

Players just outside of the top list include Autotrak, Digital Matter, Pointer Telocation (PowerFleet), ACM Track, PFK Electronics, Geotab, and Key Telematics. International commercial vehicle OEMs including Scania, Daimler, MAN, and Volvo Group have further all introduced fleet telematics solutions in South Africa.

Highlights from the fourth edition of the report:

- Insights from numerous interviews with market-leading companies.
- New data on vehicle

populations and commercial fleets in South Africa and other African countries.

- A comprehensive overview of the fleet management value chain and key applications.
- In-depth analysis of market trends and key developments.
- Updated profiles of 24 aftermarket fleet management solution providers.
- Summary of OEM propositions from commercial vehicle brands.
- Market forecasts lasting until 2023.
- Outlook on the African fleet management market beyond South Africa.

For more information about this report visit <https://www.researchandmarkets.com/r/wb0urd>

A way forward for a sustainable road-transport logistics sector



CARGO Carriers, a South African road transport logistics specialist, continues its focus on reducing the carbon footprint of its road-transport operations. This drive is in line with the commitment of many of the company's industrial customers to sustainable and "green" business practices. It also supports carbon-reduction policies of the South African government, one of more than 100 signatories to the Paris Agreement, a global response to the climate change threat. South Africa remains one of the top carbon-intensive major economies and contributors towards global green-house gas

(GHG) emissions.

Transport operations, including freight logistics, makes up a notable portion of these GHG emissions. Responsible road hauliers, understand that they have a large part to play in assisting the country reduce its carbon footprint. The company's fuel efficiency drive in transport, fleet and freight is supported by sophisticated information communications technology, as well as supply-chain execution management.

Moreover, a highly skilled and experienced team of drivers ensures the efficient use of fuel. What is considered to be best practice in terms of the operation

of trucks is entrenched through ongoing driver training programmes.

Cargo Carriers' ongoing investment into sophisticated technologies, such as on-board cameras, have greatly improved route monitoring methods that have also enhanced the efficacy of its own driver-training programmes.

Moreover, an experienced team of in-house mechanics ensures a well-maintained and fuel-efficient fleet, comprising brands from leading European truck original-equipment manufacturers that are at the forefront of research and development into clean engine and fuel-efficient technologies.

Ford Credit offers relief

FORD Motor Company of Southern Africa (FMCSA) has confirmed its support for Ford Credit customers in response to the growing impact of the COVID-19 lockdown. Personal and business Ford Credit customers that are impacted by reduced income or cash flow now have the option of requesting a payment deferral.

"Ford is continuing to evaluate the impact of COVID-19, including its economic impact, on an ongoing basis. While it is too soon to speculate about

the impact on defaults, we are looking at various possible scenarios and related actions that may become necessary should customers find themselves in financial difficulty," says Kerry Henderson, MD of Ford Credit South Africa.

"The payment deferral option has been introduced for Ford Credit customers to alleviate some of the financial pressures during these unprecedented times," Henderson adds. "Customers are invited to approach us directly in the event

of any form of uncertainty or financial distress."

Personal customers will be required to provide a motivational letter with the deferral application, including proof of lost income and the inability to work due to the COVID-19 restrictions, and a letter from the employer advising of the suspension of remuneration during the national lockdown.

Business customers will need to provide proof of the inability to generate revenue in line with the gazetted

COVID-19 restrictions. While the payments will be deferred, it's important to note that finance charges will continue to accrue for the period, once approved.

Ford Credit customers that have any concerns or would like to restructure their finance can call 0860 669 669 or e-mail FCrelief@absa.africa. Information is also available by following this link to a dedicated page on the Ford website: <https://www.ford.co.za/buying/ford-credit/covid-19support/>.

New export programme for Isuzu

ISUZU Motors South Africa in Port Elizabeth has started supplying knocked down (KD) Isuzu D-MAX pick-up kits for assembly purposes to its Isuzu manufacturing facility in Kenya. This represents the first intra-

continental regional trade exchange of its kind for Isuzu on the continent and is aligned to its strategy for its South African vehicle assembly plant to serve as a hub for growing its overall volumes in Sub-Saharan Africa.

Isuzu Motors Limited, majority shareholder of Isuzu East Africa, regards the opportunities in Africa, based on infrastructural investment, to be significant. The East African operation previously focussed

only on truck and bus assembly operations while fully importing light commercial vehicles from South Africa.

Isuzu is a leading brand in the East African markets, with a commanding 44.5% share of the Kenyan new vehicle market in 2019.

Isuzu Motors South Africa CEO and Managing Director Michael Sacke said Isuzu's market strength in East Africa can be contributed to the vehicles' overall performance, reliability and customer satisfaction.

"We have put this project together in record time and anticipate that it will result in a win-win for both South Africa and Kenya. Some of the vehicle kits have

already arrived in Kenya and the Kenyan team received comprehensive training in Port Elizabeth late last year in preparation for actual operations," said Sacke.

The vehicle kits which are exported from the Port of Ngqura provide additional volume at the port while ensuring job retention at the South African plant.

While volumes have been projected at 1300 vehicles per year to Kenya through this KD programme, it is expected that this will further increase in the medium- to long-term.

"The Kenya KD project is an important step in achieving our growth strategy which is geared at strengthening our presence in key Sub-Saharan Africa

markets through a combination of tactical SKD initiatives as well as various initiatives to strengthen our dealer distribution network," emphasised Sacke.

Rita Kavashe, Managing Director of Isuzu East Africa, welcomed the decision to import KD kits. She said the KD programme gives the Kenyan operation more flexibility and an opportunity to remain competitive. "Our import tariffs are lower on the KD kits, we create employment and we positively influence employee and customer morale by assembling the Isuzu D-MAX locally."

Isuzu Motors South Africa has a network of 79 dealers in South Africa and 33 in Sub-Saharan Africa.

Accurate fuel management solution for fleet operators

WITH the slowing economy and the ever present pressures that current fleet operators and freight & hauling companies face, the emphasis on productive fleet operations and fleet management has become the number one priority.

Until now the biggest expenditure for transport companies, which equates to between 40% and 60% of a the total operating cost, is fuel. It is fair to say that diesel has become liquid gold. There is nothing so easy to sell nor so at risk of pilferage.

When it comes to fuel monitoring, there are four types of fuel sensors in use today: flow-type sensors; CAN bus injector and float systems; float sensors and capacitive fuel sensors.

Ctrack believes the latter method is the most reliable means to monitor fuel use and is using a capacitive fuel probe to accurately measure and record

fuel consumption in long haul trucks.

While many companies claim that they can measure fuel use accurately, Ctrack, performed its own in-field testing, and believes that its new offering at 98% is the most accurate solution available.

Specialized installation data is fed from the probe to the cloud-

based environment and coupled to a Ctrack tracking device, real-time location information allows operators to identify where fuel is being decreased and/or increased.

Ctrack's digital dashboard gives an overview of fuel use over a period of time, as well as the number of assets and percentages of

fuel decreases in each vehicle. The dashboard shows the percentage of decreases, total number of increases and the average volume of increases and decreases. Users can select this information by date, by driver or by vehicle.

In the past, fuel losses became commonplace and losses

were budgeted for, but as the economy weakened and margins for truck operators became slimmer, the overwhelming need for fuel security and monitoring increased.

A stolen 20 litres or 40 litres of fuel is very seldom noticed if operators have an outdated way of measuring their fuel use, with the bot-

tom line negatively affected especially if there are multiple vehicles in use. This then in turn affects the growth, profitability and sustainability of these companies.

In some cases, the pilferage of diesel can not only lead to profit loss, but also exposes the trucks and entire loads to potential fire

and other damages during these thefts.

With the fuel management solution, Ctrack is now able to provide more accurate fuel usage information, with real-time activity triggers, allowing fleet operators to act and ultimately to save on cost, protect the asset and to remain "Always Visible".

Service plans extended by two months

ISUZU Motors South Africa has extended its service and maintenance plans by two months to ensure customers are not negatively impacted by the lockdown which is currently in place.

The two-month extension is applicable to customers who have the standard service plan or are on the Isuzu Mobility plan.

Isuzu's five-year/90 000 km service plan is included in the purchase price of all Isuzu D-MAX bakkies or Isuzu mu-X sport utility vehicles, with service intervals scheduled every 15 000 km or annually, whichever comes first.

Isuzu Mobility on the other hand offers tailored maintenance solutions. Through Isuzu Mobility, customers have the option of extending the standard service plan up to a maximum of six years or 200 000 km from the date of first registration and can access this service through an Isuzu dealer.

Chris Jonck, Isuzu Motors South Africa Executive: Aftersales, Subsidiaries and Joint Ventures, said Isuzu vehicles are designed and tested to provide owners with years of trouble-free driving.

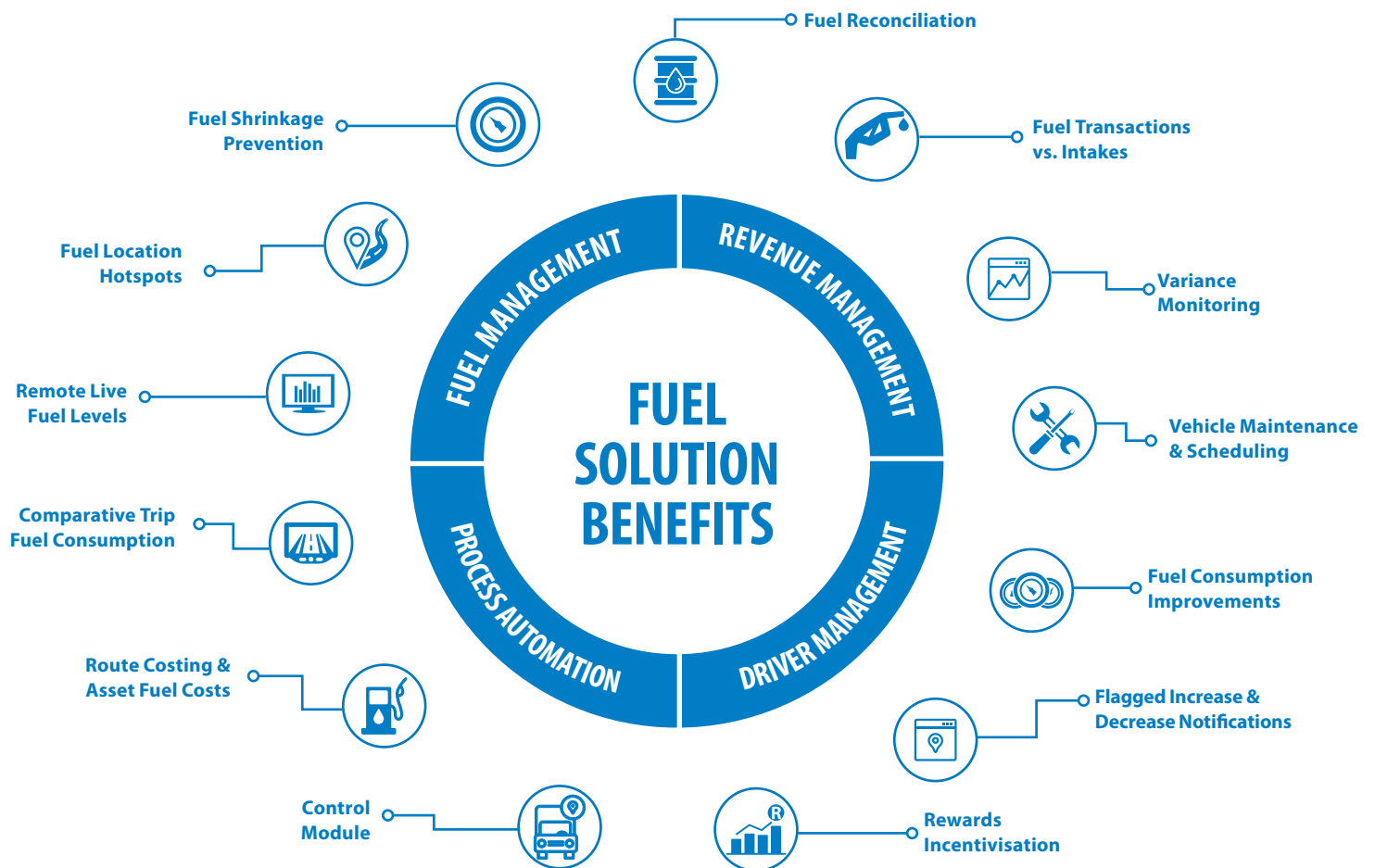
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FEATURES:

Physical in-tank solution via fuel sensor

Live monitoring of fuel consumption & levels

Real time fuel analytics for business insights



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- DRIVER BEHAVIOUR
- DRIVER CULTURE CHANGE
- OVERALL REVENUE SAVINGS

Valve sensor directly connected to control valve with IO-Link

Feedback systems for valves and valve actuators

Direct connection reduces wiring

THE MVQ201 continuously monitors the position of the valve to the nearest degree. Via the "Auto teach" function, the end positions are automatically approached and taught. The control valve can be easily connected via the separate M12 connection and be controlled via IO-Link. This reduces wiring and installation complexity – reducing possible sources of error.

User-friendly status query, maintenance information in good time

The defined valve positions are signaled



via two switching outputs as well as via the clearly visible status LED. The sensor also detects altered closing durations, which suggest wear, deposits or blockages due to foreign bodies, and signals them via IO-Link. This allows for demand-oriented maintenance

planning or immediate troubleshooting, which help avoid longer and costly plant downtimes. To simplify localisation, the selected device flashes green in flash mode.

For more information contact info.za@ifm.com

Pumps for high-pressure jetting

WERNER Pumps provides 100% locally manufactured jetting and vacuum trucks to South African municipalities and contractors. The company also caters for smaller businesses, with its Werner trailer-mounted drain blasters and ultra-high-pressure cleaners. These units are manufactured locally and offer an ideal solution for cleaning domestic sewer lines, as well as water sandblasting and pressure cleaning.

"We have been manufacturing these trailers for decades, and like all our other equipment we produce, we can tailor them to meet customer needs," says Sebastian Werner, MD at Werner Pumps. "They have historically been one of our most popular products because they are more affordable than a truck, easy to transport and able to get into smaller spaces, making them perfect for servicing residential sewers, small municipal



operations, or for other domestic jetting applications."

The drain blaster trailer units come with diesel-driven 600-litre breaker tanks and hydraulic hose reels with 120 m hoses, all fitted on high-speed road ordinance trailers. There are models ranging from 70 l/min to 350 l/min, with pressures from 130 bar to 205 bar and power from 35 kW to 135 kW.

Extras available include a Werner low water inlet switch, high-

pressure jetting hose (20 m, 30 m or 50 m), a high-pressure gun with lance, nozzle holder and fan nozzle, and the Werner small hose reel for smaller diameter hoses, for cleaning of household lines.

The high-pressure jetting pumps are available in diesel or electric models, and can be either skid or trolley mounted, depending on the customer's preference. The diesel trailer-mounted unit has a 153 kW, engine that operates at 1 000 to 2 200 r/min and a 500 l water

tank. The electric trolley-mounted model has a 110 kW, engine that runs on 380 V or 525 V, and no tank. Both units have a maximum working pressure of 980 bar and flow-rate of 54 l/min. They have pneumatic pressure regulation with remote control, and are perfect for rubber removal, pipeline cleaning, water sandblasting and pressure washing. All trailer units are made to order.

For more information, visit www.werner-pumps.com.

Expansion of niche pump range



VERDER Liquids, part of The Verder Group, a global supplier of advanced industrial and niche market pump solutions, have added the new Rapide 5000 to its range of Verderflex peristaltic tube pumps.

The Rapide 5000 has been developed to offer simple, reliable and cost-effective pumping solutions for industrial applications. The design combines the flexibility of the Vantage 5000 pump

head with the simplicity of a single or three-phase powered industrial gearmotor.

Simplicity and flexibility

The innovative pump head has been field proven on many successful installations of the more sophisticated, programmable Vantage 5000 dosing pump. Verderflex's engineers have developed the Rapide 5000 peristaltic pump for users who require a simpler pump design with no local controls, or a pump that does not need a costly, external air supply.

The new Verderflex Rapide 5000 is ideal as a stand-alone single or double head pump or integrated into a system. This lubricant-free peristaltic pump can run dry without pump damage as, with the tube's powerful recovery, it has excel-

lent dry priming and viscous product pumping capabilities. The pump is especially suitable to dose and transfer abrasive and corrosive liquids such as chemical additives, inks, paints and off gassing liquids.

Like all peristaltic pumps, the Rapide 5000's gentle, low-shear working principle produces less foaming than other pump technologies improving delivered product quality and lowering reject rates. Additionally, the pump head has a higher flow per revolution than other comparable peristaltic pumps and with less tube compressions for a given pumped liquid volume produces a longer tube life.

For more information contact: Kirstin Adam, Marketing Manager, Verder Pumps South Africa. Email: kirstin.adam@verder.co.za

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Pumping success in saltwater application



SlurrySucker dredging unit proved its value in a highly corrosive application.

A recent two-week trial on a mine on South Africa's west coast has again proved the value of Integrated Pump Rental's SlurrySucker dredging unit – even in saltwater and high-volume conditions.

The mine was facing a real challenge with its main process water pond; it would fill with sediment within a

week, and the sea water which filled it is highly corrosive. The mine was also looking for a safer and more cost effective option than the divers, equipped with manually operated suction pipes, it was employing.

“This large pond – about 70 metres square and eight metres deep – is central to the mine

operation as it feeds all the process plants,” says Ruan Venter, rental development manager at Integrated Pump Rental. “It is therefore vital that sediment is removed continuously, quickly and in large quantities.”

During the trial, the SlurrySucker was able to pump 250 m³/h of sediment with a sol-

ids content of 30 to 40%. This allowed the specialised dredging equipment to remove 60 to 70 tons of sediment from the pond every hour.

“When in contact with conventional metal pump components saltwater is extremely corrosive, and over time can cause a lot of damage to the equipment leading to the frequent replacement of wear plates and impellers. In addition, the integrity of the framework will also be compromised,” says Venter.

“Under these conditions and to mitigate corrosion, we provide our customers with a full stainless steel pump solution with rubber-lined pipes to transport material from the pond.”

The success of the trial has raised the interest of other mining operations along this coastline, where sea water is also used in the process plants.

Keeping the water flowing and lights burning



KSB Pumps and Valves technicians repairing a boiler circulating pump and motor.

CRITICAL pumps in the provision of water and sanitation services, as well as pumps used in the generation of electricity are being fully supported during the nationwide Covid-19 lock down period.

Major supplier, KSB Pumps and Valves, has far-reaching contingency plans in place to ensure that any of its mission-critical pumps and other pumping infrastructure across industries will be properly supported.

Company spokesman, David Jones, regional sales manager for sub-Saharan Africa, says the company supplies largescale pumps for the distribution of potable water to the entire southern African region. “During this time of crisis, we will do everything in our power

to support our water utilities and municipalities water infrastructure to ensure uninterrupted supply of clean water to all communities.

“The same applies to sanitation services where wastewater and sewerage handling is equally important to fight diseases and infection. Our workmen, technicians and engineers are on round-the-clock standby to ensure that pumps in these services run smoothly.”

Jones adds that KSB Pumps and Valves has also played a crucial role in retrofitting and rejuvenating old pumps and steam valves in Eskom's power station fleet in order to keep the country's lights burning. Along with its modern equipment in newer power stations the company's full support and vast

expertise will be critical to ensure uninterrupted power during the shut-down.

Pumping infrastructure for other mission critical operations such as supporting the country's vast petrochemical operations, dewatering mines, pollution mitigation, agricultural and other operations will also receive technical assistance from the company.

“Although the company's day-to-day operations have ceased in accordance with President Cyril Ramaphosa's shut-down directives, it is our duty to provide robust technical and support services to mission critical services and industries,” concludes Jones.

General enquiries info-za@ksb.com / sales@ksb.com

Dry pump installation at iron ore mine

AN iron ore mine in the Northern Cape is benefiting from the versatility of a Grindex Bravo 800 pump, which was recently dry-installed by Integrated Pump Technology for boosting slurry flow.

According to Justin Bawden, key account manager at Integrated Pump Technology, the submersible Grindex Bravo pump is best known for operating in a liquid environment. In this case, however, it needed to be used as a booster from the wall of one of the mine's settling dams.

“The distance from the settling dam to the collection pit was about a kilometre, and the fluid being pumped was high in solids,” Bawden says. “This meant that we needed to boost the pressure considerably from the dam wall. The solution therefore needed to consider both the abrasiveness and the specific gravity of the slurry.”

He noted that the previously installed pump was a normal dewatering pump. It had failed due to the extreme wear from the heavy sedimentation in the mine's settling pond.

In a solution developed in collaboration with Integrated Pump Technology, the mine submerged one of its existing Grindex Bravo pumps in the settling dam. This unit pumps

into a 5-inch pipeline over a distance of about 30 metres at a head of 8 to 10 metres to the newly supplied Grindex Bravo 800 at the top of the dam wall.

“We dry-installed the new heavy-duty Grindex Bravo so that

it could receive material from below and boost it to the collection pit,” Bawden says. “It was vital to provide sufficient pump capacity so that sediment did not block the pipeline.” He highlights that the heavy sedimenta-

tion in this application required a fit-for-purpose slurry pump like the Grindex Bravo 800. With its impeller and pump housing made of Hard-iron™, the pump was able to provide the high wear-resistance required.

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Demand collapse puts 30 000 UK oil and gas jobs at risk

By Helen Robertson,
World Oil Magazine

THE UK's oil and gas industry could lose as many as 30,000 jobs over the next 12–18 months and see drilling levels plunge by a third amid the coronavirus-led drop-off in investment and slumping energy prices.

"The outlook is bleak compared to the picture of steady growth seen only two months ago, before the grip of the pandemic became clear," industry trade body Oil & Gas UK said in a recent report.

Global oil demand has tumbled amid the coronavirus pandemic as nationwide lock-

downs have curbed consumption of transport fuels and economic activity has slumped. Prices for international benchmark Brent crude have tumbled by more than 70% since the start of the year and UK natural gas prices have also fallen to near-record lows.

These price collapses have squeezed the profitability of UK oil and gas operators.

Oil & Gas UK estimates that production revenue from the UK Continental Shelf could fall to just £15 bn (\$18.7 bn) this year, based on an average Brent price of \$40 a barrel. That's down from £24.5 bn last year and £28 bn in 2018. However, if Brent



averaged \$35 a barrel this year, then the basin could fall into a negative cash flow position of around £1.2 bn pounds, Oil & Gas UK said. So far this year, Brent has averaged around \$46 a barrel.

"It is feasible that this year will see the UKCS experience negative cash flow for only the third time in the 40 years since the basin first saw positive cash generation," the report said.

Cash-Flow Neutral

If Brent averaged around \$40 a barrel in 2020, and UK natural gas prices were about 25 pence per therm, Oil & Gas UK expects that the UK Continental

Shelf would effectively be cash-flow neutral, meaning revenue and expenditure are at similar levels.

"The current commodity price environment will pose significant challenges across the UK offshore oil and gas industry," the trade body said. "Lower prices will affect the revenues of all companies, further stretch balance sheets and impact investment rates."

Oil & Gas UK expects oil and gas drilling to slump by more than a third, back to lows seen in 2016, as a direct result of the drop in prices. Last year, 141 oil and gas wells were drilled. If Brent prices had averaged between

\$60 and \$65 a barrel in 2020, Oil & Gas UK would have expected a similar level.

Capital investment in the sector will also tumble, by between 20% and 30% in 2020, from a year earlier, to between £4 bn and £4.5 bn.

"Coming so soon after the previous downturn and with no certainty as to how long these difficult times will last, governments and regulators should be in no doubt that this challenge has many dimensions," Oil & Gas UK Chief Executive Deirdre Michie said. "And this industry will need sustained and targeted support if it is to weather the storm."

Automatic, on-line measurement of dew point in natural gas

MICHELL Instruments, locally represented by Instrotech, offers the Condumax II On-Line, a fully self-contained hydrocarbon dew point analyzer, using the proven

"Dark Spot" hydrocarbon dew point measurement principle of the highly successful Condumax instrument. Combining a hydrocarbon dew point cell and water

dew point measurement in the same compact and lightweight EExd enclosure, Condumax II On-Line requires nothing more than mains power to operate.

The Dark Spot™ Measurement Principle

Condumax II On-Line uses a patented chilled mirror optical measurement technique that is radically different to that of any other instrument. Sensitivity of better than 1 ppm molar (1mg/m³) of condensed hydrocarbons enables the analyzer to detect the almost invisible films of condensate that are characteristic of hydrocarbon gases at dew point, due to their low surface tension and colourless appearance. The result is a breakthrough in accuracy and repeatability. The optical sensor com-



prises an acid etched, semi-matt stainless steel "mirror" surface with a central conical-shaped depression, which is chilled during a measure-

ment cycle. Collimated visible red light is focused onto the central region of the optical surface. In the dry condition, the incident light beam is

dispersed by the matt surface providing a base signal to the optical detector. During a measurement cycle, hydrocarbon condensate is formed on the optical surface and it becomes reflective due to the low surface tension of the condensate. An annular ring of light forms around the detector and there is a dramatic reduction in the scattered light intensity within the central Dark Spot™ region.

Contact INSTRO-TECH for more information on Condumax II On-Line, self-contained hydrocarbon dew point analyser, on 010 595 1831 or sales@instrotech.co.za



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Electricity supply solutions for power challenged cities

By Hendrik van Huissteen, MD of Energas

ELECTRICITY can be generated efficiently by gas-powered generators. The cost of gas is generally much lower than diesel and various fuel gas options are available.

Piped natural gas

In Johannesburg, East Rand and Centurion natural gas pipelines are available in many areas. A methane-rich gas pipeline runs from Secunda to Witbank, Durban and from Durban up to Richardsbay. Piped gas is available from Sasol, Egoli Gas and Novo Gas.

Compressed Natural Gas (CNG)

CNG is natural gas com-

pressed into bottles up to 250 bar. It is available from suppliers in KZN, Johannesburg/East Rand and Witbank. CNG can be delivered in a radius of 200 to 300 km from the base station.

Liquified petroleum gas (LPG)

LPG is a mixture of butane and propane and has a high energy content. It is retailed in bottles up to 48 kg but is also available in larger volumes, in underground or above-ground tanks.

Liquified natural gas (LNG)

LNG is abundantly available on the world market and used in large volumes, but is not yet available in South Africa. LNG

is natural gas that is cooled down to very low temperatures when the gas becomes a liquid.

Biogas

Biogas is a type of biofuel that is naturally produced from the decomposition of organic waste. Biogas is produced at various plants in South Africa. It can be used to fuel gas generators.

Woodgas

Wood gas is a syn-gas fuel which can be used as a fuel for furnaces, stoves and vehicles in place of gasoline, diesel or other fuels. During the production process biomass or other carbon-containing materials are gasified within the oxygen-limited

environment of a wood gas generator to produce hydrogen and carbon monoxide.

Energin gas engines

All the above-mentioned gases can be used to fuel Energin gas engines from Schmitt Enertec, a German-based company specialising in gas-powered engines from 140 kW to 500 kW. These are supplied locally by Energas Technologies.

A 12-cylinder Energin engine running at sea level can produce 500 kW electricity at an efficiency of 42,1% running on natural gas or CNG, 42,7% on biogas, and can produce 450 kW running on LPG at an efficiency of 36% and 250 kW using woodgas at an efficiency of 35%.

Past government policy wrecked the economy. Change is essential.

SOUTH Africa's dire economic situation was caused by the wrong macro-economic policies being adopted in the past, and the country needs a radically different path going forward, according to Free Market Foundation (FMF) CEO Leon Louw and Dawie Roodt, Chief Economist at the Efficient Group.

"South Africans are punished twice by bureaucrats: we are punished through taxes, and then punished again stifling laws and policies," said Louw. South Africa could become an attractive investment destination, but this will only happen if the right policies are implemented. "If a country adopts pro-market reforms, growth and prosperity will follow inevitably. The global evidence is indisputable."

On the R500 billion relief package announced by President Ramaphosa, Roodt said that, "State debt levels will balloon significantly. The fiscal account simply cannot afford these sorts of measures." Roodt predicts a downward spiral, with ever higher levels of inflation. "The state's debt to GDP level is likely to exceed 80% within a year or so. Crucially, a 'temporary' increase in state spending is never truly just temporary – it sets a very concerning precedent," he said.

Louw provided a simple list of policy

areas that should be the focus of government's attention and, if addressed correctly, will result in the material improvement in economic well-being. In brief, these are:

1. The electricity crisis: In the Electricity Regulation Act, 2006, change the word "no" to "any", to read: *'Any person may generate, supply, trade electricity.'*
2. Property rights: Say no to expropriation without compensation. Instead, reassure investors and individuals coming to South Africa that "nowhere in the world is your property safer than here," and mean it.
3. Get rid of foreign exchange controls, which disincentivise investment.
4. Significantly cut red tape, especially to small business and now especially to informal traders and street vendors.
5. Allow people to improve the quality of their own housing without jumping through regulatory hoops. People living in tiny shacks are prohibited by law from improving their homes with unreasonable building code and town planning regulations.
6. Small business impact assessments:

Every single law or policy must pass a small business impact assessment test. If a law or policy does not pass the test, but is enacted nonetheless, that law must be challenged in court on the strength of the test.

Louw advised citizens, politicians and bureaucrats, to look at the Fraser Institute's *Economic Freedom of the World (EFW) index, especially the South African edition published by the FMF.*

"If you want to prosper, and you want to have a high life expectancy, and you don't want to die of COVID-19 or flu or TB or something similar, you need to become rich – and how do you become rich? You live in a country with a high score on the EFW Index. SA was going up (we were 47th in the year 2000) but we have been dropping consistently. In 2019 we were ranked 101 out of 162 countries. The further a country falls on the rankings, the poorer its citizens will be."

Roodt emphasised that, going forward, people need to be as well-informed as possible, particularly, "You need to identify those risks in the area in which you operate, especially business risks and then you need to figure out how to manage those risks."

World's largest plane joins fight against Covid-19



THE Antonov An-225 Mriya, the world's largest plane, started participating in the coronavirus crisis effort. The giant completed its first commercial flight between Tianjin, China, and Warsaw, Poland, transporting medical equipment, including 7 million masks.

The 290-foot wingspan plane powered by six engines took off from its

base in Kiev Hostomel Airport (GML), Ukraine, and made a refuel stopover in Almaty International Airport (ALA), Kazakhstan, on April 11, 2020. The next day, it continued its journey to Tianjin International Airport (TSN), China.

There, it took more than fifteen hours to fill the cargo hold of Mriya (UR-82060) with medical supplies, including

7 million masks, according to the Polish company KGHM, which chartered the aircraft.

With a MTOW of 600 metric tons and a hold volume of 1,300 cubic meters, the unique plane is the perfect asset for such relief efforts.

Source: *Aerotime News.*

Success claimed against dam's toxic algae blooms

BLUEGREEN Water Technologies, Ltd., a global cleantech company, has announced that it has successfully completed its strategic intervention in Roodeplaat Dam in Gauteng. Following the company's application of its proprietary algacide, Lake Guard™ Oxy, water quality tests and satellite images indicate a clear and significant drop in levels of toxic cyanobacteria, commonly known as blue-green algae that has been growing exponentially in the dam and is considered a health threat to both humans and animals. The Roodeplaat Dam treatment is one of several emergency interventions deployed by BlueGreen around the globe.

The floating, time-releasing Lake Guard™ particles are naturally propelled by the forces of winds and currents, while selectively eliminating toxic algae blooms in the water, irrespective of size or shape. The Lake Guard™ Oxy triggers a selec-

tive biological programmed cell death within the general toxic cyanobacteria populations causing them to collapse. It is based on sodium percarbonate that releases hydrogen peroxide (H₂O₂) as its active ingredient an environmental approach that leaves no trace in the water. The Lake Guard™ products are approved by the U.S. EPA and are certified by the NSF/ANSI/CAN-60 standard for treatment in drinking water.

Roodeplaat Dam was initially constructed in 1956 as an irrigation dam but developed into an important water source for the northern areas of Pretoria. Pollution and drought have caused South Africa's water resources to drop to an all-time low, contributing to the toxic algal blooms spiralling out of control.

"We pride ourselves in protecting the world's scarcest and most essential element: water," said BlueGreen Founder and CTO, Dr. Moshe Harel. "The suc-

cess of BlueGreen's treatment – around the world – and now in the Roodeplaat Dam spells a renewed hope to the region. The South African water authorities have taken a brave and necessary first step to improve the quality and availability of water in South Africa and we are proud to take part in this important quest"

"Our technology is receiving a lot of attention from stakeholders all over the world. They have come to recognize the enormity of the humanitarian, environmental and economic threat presented by toxic algae blooms" said BlueGreen CMO Maayan Nave. "At a time when the world is fighting an effective response against the COVID-19 pandemic, we are hopeful to see a similar approach taken against the fast-growing global distribution and frequency of toxic algal blooms".

For more information visit www.bgtechs.com.

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CAPE Business News

Chairman:

Rudi Leitner
rudi.leitner@hypenica.com

Publisher:

Pieter Meiring
pieter.meiring@cbn.co.za

Editor:

Robin Hayes
editor@cbn.co.za

Production Manager:

Elise Jacobs
elise.jacobs@cbn.co.za

Online Editor:

Jadine Gracie
jadine.gracie@cbn.co.za

Sales Team:

Heather Ferreira
heather.ferreira@cbn.co.za
Robin Dunbar
robin.dunbar@cbn.co.za
Shaun Austin
shaun.austin@cbn.co.za

Subscriptions:

subscriptions@cbn.co.za
Cape Business News
sales@cbn.co.za

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Clowns to the left of me, Chokers to the right

"I do," I replied with the resignation of a pregnant bride, expecting no surprises and getting none.

"So how many beers do you have left?"

It started with Luke the Dude. "Remember," he asked, "when you told me about the brave new world of conversations online, where beer would be cheap and nobody would have to drive home?" He was referring, I assumed, to the early, not yet fed-up days of the lockdown, when the Parliament of the Public House had freshly migrated from the good cheer of the local Pub & Grill to the, well, the screen.

"Now now, Lucas," I soothed. Calling him Lucas improves his behaviour. "Do I detect a note of bitterness, even via the waves in the air? Nobody planned for an extended lockdown; I am grateful that we're grumbling merely about beer and the odd glass of wine. Think about those thousands, some say millions, of our countrymen who have run out of food."

"We should," worried Irene the Queen, "because the government certainly didn't when they started this. They simply failed to plan for people going hungry."

"What's worse," added Miss Lily, for once overcoming her aversion to contact, albeit computerised, "is that the government did plan - they actually took a decision NOT to run feeding schemes during the lockdown!" Many angry emojis appeared on our screens, jointly and severally.

"It's unfathomable," continued Miss Lily. "And it doesn't stop. When the Western Cape DID provide food for hungry children and used school facilities to do so - the most practical way of getting food to the children, you know, our government actually upped and tried to close them down!"

"Useless! This would be material for Trevor Noah if it wasn't so heartless," expectorated Jon the Joker. "It's like clowns in a Stephen King book."

Miss Lily wasn't done: "Some of those clowns personally targeted Debbie Schäfer - the provincial minister organising the feeding scheme! For what? For saving children from hunger? Union members of the circus actually wanted her fired!"

"The clowns juggle while the minds boggle," wrote Stevie the Poet. "Chairwoman Bongive Mbinqo-Gigaba tasked Minister Angie Motshekga with stopping Schäfer, while the buck of actually doing something was passed by Minister Motshekga to Minister Lindiwe Zulu."

"Hard to make sense of it," pondered The Prof with no slips of the finger - an indication that his stash of pipe tobacco was still intact.

"We should boot the buggers out at the next election," advised Colin the Golfer, who hails from the UK where democracy works differently.

"I don't agree," disagreed Big Ben right on cue. "Our government is doing what it can to save our lives. They didn't cause this epidemic! It's the Western Cape government who is breaking the law and causing all the trouble!"

"If this is the law, then Dickens was understating it when he called the law an ass," iterated Bob the Book. "You sound like the Deflector-in-Chief, that Donald the Liar. He also blames the Democrats. Plus a hoax, the Chinese, Obama, the Governors, the media, the World Health Organization, Nancy Pelosi, Kryptonite, anybody but himself for choking and turning a crisis into a disaster."

"And then he tries to bully the states, his fellow Americans, whose governors won't praise him. As Gov. Andrew Cuomo of

New York calls it, Trump is 'passing the buck without passing the dough!'"

Miss Lily agreed: "Thank goodness the Western Cape got going without asking central government - heating up the cooking pots across the province and finding R18 million for hungry children."

Emojis of thumbs-up all over the screen. "To be fair to Government," adjudicated Stevie the Poet, "eventually they did get some ducks in a row and have been doing something. Of course, their cadres on the ground don't always understand. We all know of the complaints about cadres snitching the food or distributing only to their own voters. Tragic."

"The backbone is good, caring South Africans," puffed (in my opinion) The Prof. "From the huge sums in support by 'white monopoly capital' to the thousands of good people contributing by buying or preparing or distributing food where it is needed. We are blessed to have so many caring people rolling up their sleeves and helping."

More thumbs-up and lots of hearts. "On that we can all agree," wised-up Luke the Dude. "And despite everything, we are better off than our neighbours in Zimbabwe."

The dead hand of bureaucracy strikes again

ANCIENT Romans used to say that there was always something new coming out of Africa, by which they meant strange wild animals like giraffes and zebras. Today the same thing might be said of California.

There are two main reasons. The first is that California has a great climate - far better than the wet, windy and sometimes freezing east coast of North America. This doesn't explain why California seems to have a disproportionate share of strange cults like Scientology as well as fake castles, and has produced geniuses such as Howard Hughes and Steve Jobs.

The second reason for California's attraction explains why. It is because rebels, eccentrics, entrepreneurs and adventurers throughout USA history have constantly moved westwards to escape the settled, conservative eastern states.

When these misfits got to the Pacific Ocean, there was nowhere else to move to so the eccentrics, adventurers (and now climate alarmists) settled down, and built up Los Angeles, San Francisco (both won from the Spanish) and later Hollywood.

The most recent manifestation of this process is Silicon Valley, the home and birthplace of Apple and Microsoft and all things digital from cell phones to smart fridges - and lately, Uber.

Everyone knows Uber is built on the idea of using cell phones to connect people who need a lift with those willing to give one. It is highly successful, makes money by providing a service that is cheaper than conventional taxis - and consequently is loathed by them.

Uber is also hated by government (more correctly by bureaucrats) especially tax collectors.

Recently another bright and successful idea has incurred the disapproval of these non-elected people. Once again California is the source. The idea is a way of getting around a city, faster than walking and cheaper by far than taxis, Uber or conventional

"As the World Bank warns about grim food shortages and as hunger hits southern Africa, Zimbabwe is lucky to have some farmers left. But. Always 'but' with Zimbabwe. I read that farmers delivering produce to Zim's busiest market were welcomed by police - determined to enforce their lockdown. They attacked the farmers and burned three tons of fresh fruit and vegetables. On the spot."

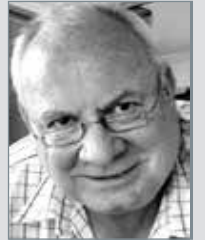
"Mon Dieu, that is terrible," wrote Jean-Jay, himself a farmer albeit currently barred from selling his wine here or to the world - where our winemakers had won high praise for their products and for our country.

"Doesn't anybody have anything to say NOT about Corona and NOT about the IDOT surrounding Corona? Do not mention our own cops stealing liquor, sjambokking people and worse. S'il vous plait?"

"I think I can help," typed Bob the Book. "Remember that book I fingered as a pack of lies in 2018? The Lost Boys of Bird Island by Minnie and Steyn? For those who haven't seen the news, NB Publishers, in the Media24 and ultimately Naspers groups, have finally apologised

OPINION

ON THE CONTRARY



Pieter Schoombee

unconditionally for their (my words) gross lapses of ethics and judgment. The book has been withdrawn from the shops and the internet and will not be republished.

"The first newspaper to lift the lid on the slander 20 months ago was, of course, the award-winning Cape Business News and you first read it right here, in On the Contrary."

And that, in the absence of The Governor calling for another round, is where we called it a night. A dry one.

E-mail: noag@maxitec.co.za

THE OTHER SIDE OF THE COIN



Keith Bryer

tables that seat 20 people. Not to forget the writing of a 50-page report of their findings and recommendations.

Meanwhile the awful money-making will have to stop.

It is truly amazing that despite such public servants California continues to spout bright ideas to make customers' lives better when it has.

It is irritating beyond bearing how unelected bureaucrats think they are doing good by interfering. If they simply left everything to market forces the electric scooter business would either sink or swim.

Ah, you may say. Leaving the market to get on with separating the sheep from the goats would mean less work for Bureaucrats.

Indeed, it would. And what a better place the world would be.

The San Francisco bureaucrats have a different idea altogether. They are determined to punish the scooter companies for starting up without their permission. They plan to only permit five companies to operate and allow only 2 500 scooters to use the roads.

Even that is not enough for these control freaks. Each of the five companies will have to pay USD\$ 25 000 every year to the cities and another USD\$ 10 000 for "public property repair and maintenance".

No doubt that will go to paying salaries to more unproductive drones to oversee the scooter hiring business.

Maybe they will get free uniforms too. With baseball caps with embroidered letters in gold thread proclaiming them "Scooter inspectors".

If it happens I would not be surprised.