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JULY 2020

<p>Medical supplied platform launched</p>  <p>Ventilators from space partner. 6</p>	<p>Flying cars</p>  <p>It's all the rage. 8</p>	<p>Snap Back Arrestor</p>  <p>Safer mooring. 21</p>
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Covid-19 property diagnosis



THE Covid-19 lockdown has markedly changed short-term prospects for the Western Cape property industry.

Cape Town's flagship real estate precinct, the V&A Waterfront last month reported that retail sales were on track for about 6% turnover growth year-on-year to the end of March - but plummeted 36% in March to close 3% up overall for the year.

The property's 50% owner Growthpoint said the V&A's property fundamentals were all in good shape until Covid-19 arrived in South Africa. "Unfortunately, the lockdown was imposed in peak tourism season, and visitors decreased from a seasonal norm of 80 000 a day to a low of 3 400 a day. Subsequently, visitor numbers recovered to between 15 000 and 20 000 per day."

Growthpoint admitted that international tourism was a strength that set the performance of the V&A Waterfront apart in the pre-coronavirus environment.

Around 80% of V&A hotel occupancies are international tourists - who also contribute to about 50% of retail spend.

Growthpoint believed tourism will pick up again, but said it was too early at this stage to predict when. "However, tourists returning will mark the critical point of recovery for this asset."

Fairvest, which owns a number of Western Cape-based retail properties, has

actively engaged with all its tenants on the impact of COVID-19 on their businesses in order to find sustainable solutions. The company said: "Negotiations are ongoing and we expect to have the majority of these negotiations concluded by the end of June."

Fairvest said concessions - in the form of gross rental deferrals and rental credits - have been provided to tenants, dependent on their specific circumstances.

The company disclosed gross rental deferrals for April, May and June 2020 billings were provided to certain small, medium and micro enterprise (SMME) tenants - with repayment terms ranging from 3 months to 36 months and starting from July.

Of the gross billings in April and May, credits of 6% were conceded and deferrals were provided on 12% of total gross billings.

Fairvest said that for April - taking into account these concessions - around 77% of collectable billings were collected. For May the collection percentage, after concessions, increased to approximately 86% and for the first eight days of June around 82% of collectable billings had been collected.

Fairvest indicated its loan to value percentage as at the end of May was 36.7% - of which 61.2% was fixed.

Directors commented: "Fairvest confirms that all debt covenants are, and are expected to continue to be, comfortably

met."

One little hitch, however, is that the proposed sale of Tokai Junction to FPG Holdings for R190 million has been delayed by complications stemming from the Covid-19 outbreak.

The bottom line is that registration of transfer of ownership of Tokai Junction is now only expected around the start of September.

Rondebosch headquartered Tower Property initially indicated it had received 61% of May 2020 rentals that were due. A later announcement, however, confirmed receiving 79% of rentals due for May 2020.

Even better news was that Tower - under eased national lockdown restrictions - can recommence with development at its flagship Old Cape Quarter.

Tower said the site become operational on June 8, and expected the development to be completed in the third quarter of 2021.

On the residential property side things look delicately poised - but perhaps less tenuous than the retail segment.

Using large 'affordable' residential property developer Balwin as a yardstick - whose residential estates are located in high density and high-growth areas of the Western Cape - there appears to be sufficient reasons for longer term optimism.

Balwin operates a build-to-sell model, and is currently developing and selling between 2 000 and 3 000 sectional-title residential apartments each year.

Amongst Balwin's developments generating the highest number of apartment sales in the financial year were De Zicht in Somerset West.

Development at De Zicht is expected to be completed in November, and already 710 of the 876 apartments developed have been sold.

This is a good conversion rate at De Zicht - remembering Balwin's recently completed Western Cape projects - Paardevelei Square (87 units), The Jade (432 units) and The Sandown (636 units) - have all been sold out.

It will be interesting to see progress at ongoing developments. At last count Balwin's 1044 apartment development - The Huntsman in Macassar - had sold 128 units ahead of completion in November 2023.

The 1 116 apartment Fynbos development in Cape Town's southern suburbs - which is only due for completion in February 2024 - had sold 136 units.

Work experience for 72 unemployed youths



Isuzu Motors South Africa (IMSaf) is supporting the Youth Employment Service (YES) Programme and has placed 72 candidates for the first time this year.

The YES programme was launched by President Cyril Ramaphosa in 2018 with the aim to offer young South Africans paid work experience.

Wayne Osborne, Isuzu Motors South Africa General Manager of Training and Organisational Development, said the company fully supports economic transformation initiatives. "We are committed to the growth and development of young South Africans and we believe that our youth deserve opportunities which accelerate employability. It is our intention, that through the YES Programme, we will create a pipeline of talent for the future" said Osborne.

The programme presents learners with an opportunity for 12-months. Of the 72 learners, 20 have been placed within the dealer network throughout the country, while 52 candidates have been deployed across the company.

Osborne said the programme provides the candidates with insight into a large corporation while they gain practical work experience. "The trainees will receive all the necessary support and are guided and mentored by professionals within the company."

According to the latest statistics from Statistics South Africa the youth aged between 15 and 24 years are the most vulnerable in the South African labour market, this as the unemployment rate among this age group was at 55,2% in the first quarter of 2019.



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IN THIS ISSUE

- 10 Energy Efficient Power Solutions
- 13 Water Engineering
- 18 PPE
- 20 Heavy Plant Machinery & Equipment
- 21 Maritime & Ship Repair
- 22 Materials, Bulk Handling & Logistics
- 23 Materials Handling & Equipment
- 24 Automation
- 26 Warehouse & Storage Management
- 28 On the Contrary
- 28 The Other Side of the Coin

MyCiTi fares cheaper as from 1 July 2020

The fares for the MyCiTi bus service will be more affordable as from Wednesday 1 July 2020

‘THE reduction is possible due to fuel prices dropping significantly due to the impact of the COVID-19 pandemic, the slowdown of economies and the subsequent drop in demand for fuel worldwide,’ said Executive Mayor Dan Plato.

As from 1 July, commuters will benefit from the following savings:

- Reduced fares for Mover points in the peak and off-peak travelling period
- Monthly pass reduced from R850 to R790
- A reduction in the 1, 3 and 7 Day Passes
- Distance-based decreases for Standard fare

‘Thus, commuters travelling in the peak hour periods in particular, will pay less from 1 July 2020. For example, those travelling from Atlantis to the Adderley station in Cape Town

currently pay R27,90 for a one-way journey on Mover, but as from 1 July they will pay R24,40 for the same journey. This is a saving of R3,50 one-way or R7 for a return trip. If one considers there are on average 21 working days in a month, MyCiTi commuters from Atlantis could save up to R147 per month with Mover points. This is a substantial saving, and means the service will be affordable and accessible to more residents,’ said Alderman Felicity Purchase.

The Standard fare for the peak hour period has also been reduced. For example, travellers from Atlantis will save R10,30 for a one-way journey to the Adderley station as this fare has been reduced from R39,60 to R29,30.

‘This is a saving of R20,60 for a return trip. Again, should you use the Standard fare and travel from Atlan-

tis to the Cape Town CBD, you could save nearly R433 per month when you travel in the peak hour period,’ said Alderman Purchase.

At the same time, the approved tariffs also provide that should the fuel price increase significantly within the next financial year and remain high, the City may need to adjust the fares accordingly.

‘However, for now commuters will greatly benefit from the savings and I encourage those who have access to the MyCiTi service to buy a myconnect card and to load the product best suited to their needs and personal circumstances,’ she said.

There are no increases for the following as from 1 July 2020:

- the cost of a myconnect card remains R35
- to replace a card remains R22

- a single-trip card for one journey remains R30

‘The national regulations related to COVID-19 limit the MyCiTi bus capacity to 50%. Commuters must adhere to this limitation, and keep in mind that they may unfortunately need to wait longer than usual for the next bus given that we cannot load buses to capacity. Employers are also requested to stagger working hours where possible so that commuters can travel to work at different times. This will make it easier for commuters to practice social distancing, and to avoid unnecessary queues due to the capacity limits imposed by the National Government during this time,’ said Mayor Plato.

All of those making use of public transport services are reminded to please:

- wear a mask or scarf to cover their nose and mouth at all times
- wash hands with soap and water before and after the trip
- use hand sanitiser if it is available
- avoid touching common surfaces
- avoid physical contact with others by standing and sitting at least 1,5m apart
- avoid touching your face
- stay home when you are feeling sick

The schedules and timetables are available online. Commuters can visit the MyCiTi website on www.myciti.org.za for regular updates; use the MyCiTi app, follow us on Twitter @MyCiTiBus; or phone the Transport Information Centre on 0800 65 64 63 – the TIC is available 24/7.

Sports retailing on a winning streak?



MOST retailers – including Cape Town-based stalwarts Pick n Pay, Shoprite, Woolworths, Truworths International and The Foschini Group – have emerged from the prolonged Covid-19 lockdown with new plans to engage a consumer whose shopping habits might have changed radically.

The enforced period of lockdown has forced many consumers to engage with a multitude of online retailing formats – which might have proved surprisingly con-

venient and efficient. The general ‘downcast mood’ during lockdown might also have seen consumers reflect on spending habits – many erring on the side of moderation.

One ‘traditional’ retail niche that might prosper in the so called ‘new normal’ post-Covid-19 environment is sportswear, sportswear and active lifestyle retailing.

In this regard investment company Long4Life – led by the redoubtable deal-maker Brian Joffe (who

founded the Bidvest and Bidcorp empires) – has made some bold pronouncements about its specialised retail formats – Sportsmans Warehouse and Outdoor Warehouse.

In its latest annual report Long4Life indicated that the Sport and Recreation division maintained its strong presence in its chosen markets through its unique and credible offering to customers. ‘Sportsmans Warehouse remained resilient, and overall sales were higher.

Outdoor Warehouse’s performance was exceptionally strong with a significant increase in sales, and most categories performed well.’

Of course, both these chains were closed for the early part of the lockdown period. But Joffe told investors that both Sportsmans and Outdoor were destination stores that should continue to thrive.

It’s not gross generalisation to argue that South Africans have a sports man psyche, and are avid hikers and campers. These should

remain sweet spots even in a dour economy.

Significantly Joffe remarked that ‘gyms were yesterday’s news’ – intimating that home fitness (using weights, running platforms and cycling machines) as well as outdoor activities like running, walking and cycling would be preferred to crowded indoor training.

The well-being of these retail formats are critical to Long4Life – representing some 56% of the investment group’s revenue and 60% of trading profit.

In the year to end February, Sportsmans total sales increased 9.4% through its 43 store chain in SA (and one store in Namibia). Long4Life noted a sophisticated and growing e-commerce offering.

Sportsmans stores are located in a combination of standalone destinations, super-regional malls and value centres. But more recently, smaller footprint stores have been opened – which has enabled profitable expansion into malls and locations not previously represented.

Joffe noted in Long4Life’s recent annual report: ‘This concept has proven successful in both gaining market share and trading a relevant and authentic Sportsmans Warehouse in a smaller

space.’

He added that the first mall-based format Sportsmans Warehouse had been opened in May last year.

One new small store in Middelburg was opened in March this year and another is planned for the Paarl Mall in March next year. ‘These are both markets where we are not currently represented.’

Joffe said progress had been made on Sportsmans’ store renovation programme with eight major refurbishments undertaken in the past financial year. ‘We are rolling out our latest concepts across all stores in a phased manner.’

Outdoor Warehouse also had a strong performance for the year with sales increasing by 8.8% from its 27 stores.

Outdoor opened one new store during the financial year and a new store is planned to open adjacent to Paarl Mall in March 2021.

Joffe noted longer school holidays stimulated demand – but trading conditions became more challenging towards the end of the year with unseasonal heavy rainstorms in December. Continued load shedding also negatively impacting foot counts and sales.

There are challenges in the trading period ahead. Long4Life

expects a lack of availability of certain product categories in Sportsmans and Outdoor, excess inventory and potentially ‘significant discounting’ on a number of products in the foreseeable future. Other key risks would include supply-chain instability and delays in the receipt of inventory. The substantial depreciation of the Rand could also result in higher input costs and higher retail prices, challenging an already constrained consumer.

But Joffe stressed that marketing initiatives were continuing with a greater focus and an increased allocation of the spend to digital channels. ‘E-commerce and online trading capabilities have and will be significantly enhanced.’

Long4Life observed that since the Sportsmans and Outdoor stores had been partially open, trading had been strong both online and in stores. The company argued: ‘The division is extremely well placed to cater to the health and fitness conscious consumer, now more than ever, a growing segment of the market. Our product offering is ideally suited to all forms of exercise including satisfying the demand for home-based fitness equipment.’

Golden Arrow still on target

ICONIC Cape Town bus service operator Golden Arrow – which is part of the Hosken Passenger Logistics and Rail group (HPLR) – has not been stalled by the debilitating effects of a stagnant economy as well as the early close of schools and the COVID-19 lockdown in March.

HPLR CEO Francois Meyer said in the year to end March overall passenger volumes showed only a relatively marginal decline.

“This was in part mitigated by the uptake of commuters from the dysfunctional rail ser-

vice and the contraction of the MyCiTi service.”

He stressed management’s philosophy to be obsessed with the quality of service and ruthless in finding efficiencies continued to have a positive effect on results.

Meyer specifically highlighted that the innovative utilisation of information stemming from Golden Arrow’s Automated Fare Collection system enhanced the efficient utilisation of assets. He added that the installation of fuel saving electronics on buses yielded positive results on fuel

consumption.

Positive returns on energy saving initiatives were also realised, Meyer, noted, after the first phase of solar installations.

Interestingly, Golden Arrow is now testing the feasibility of using electrically powered vehicles under current operating conditions.

Meyer said that during the new financial year, the focus of HPLR would be on effectively navigating its companies through the COVID-19 pandemic.

He said the group’s bus services had been designated as essen-

tial services during the lockdown period - and all companies, except for Eljosa Travel and Tours, had been able to operate limited bus services during the lockdown.

“This will present both challenges and opportunities as operations will have to be adjusted commensurate with demand and the alignment to regulations.”

In the year to end March, HPLR – which earns the bulk of its keep from Golden Arrow – increased group profit 7% to R263 million. Revenue was driven up 15% to



over R2 billion.

While these results are solid enough (under difficult cir-

cumstances), it is worth noting, though, that the prior year comparative results were predomi-

nantly affected by a five-week labour strike in the first quarter of the 2019 financial year.

VW hands over first phase of Covid-19 temporary medical facility

- The first phase of this temporary facility could accommodate 1 485 patients
- VWSA will also assist National Health Laboratory Services to improve its Covid-19 testing capacity

SEVEN weeks after the initial announcement of the company’s plans to provide a temporary medical facility for Covid-19 patients, Volkswagen Group South Africa (VWSA) has handed over the first phase of this project to the Eastern Cape Department of Health.

The first phase can now accommodate 1 485 patients including high-acuity patients who require oxygenation. Once the second and third phases are complete the facility will be able to accommodate more than 3 300 beds for patients.

The conversion of this 66 000 m² building is the result of collaboration between VWSA, Eastern Cape Department of Health, Nelson Mandela Bay Municipality and the Nelson Mandela Bay Business Chamber. The German Federal Ministry for Economic Cooperation and Development (BMZ) provided funding of EUR5.2 million (R100 million). A performance framework

for the project was developed by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. The Business Chamber assisted in facilitating the project, while the Department of Health will be responsible for running the facility, with support from the Nelson Mandela Bay Municipality.

Aside from managing the process of equipping the facility, VWSA contributed EUR1.3 million (R25 million) for the facility, as well as the procurement of protective gear for staff at regional tertiary hospitals, regional Primary Care Clinics and Covid-19 test centres.

EUR600 000 (R11 million) of this funding will also be used in support of the National Health Laboratory Service (NHLS) branch in Port Elizabeth, which is responsible for the majority of Covid-19 testing in the metro. The branch is currently facing immense pressure amid challenges that include the shortage of testing kits. The assistance from VWSA will include the sourcing of necessary equipment, and improving the process flow of testing - all with the goal of doubling the current laboratory’s daily average output of 1 500 tests to more than 3 000 tests.

Enhance workplace safety with strip curtains

A large percentage of workplace accidents happen at internal entry and exit points as well as at points of transition between various sections in a manufacturing or storage facility. Ensuring optimum visibility will significantly reduce the risks associated with the movement of vehicular traffic in these areas.

This is according to Wim Dessing, sales executive at Apex Strip Curtains & Doors, who says that the use of transparent general purpose strip curtains to cordon off doorways and sections of a plant will go a long way to mitigate against risks and improve safety in the workplace.

Locally manufac-

tured Apex General Purpose Strip Curtains are produced using specially formulated transparent PVC material which enhances visibility. Individual strips incorporate the company’s patented Balledge® feature which, while ensuring an effective thermal seal at all times, allows the strips to part easily allowing unimpeded movement of personnel or vehicular traffic.

The Balledge® design comprises a reinforced edge on the border of each strip that provides extended life of the strips irrespective of the application in which they are used.

HACCP compliant Apex General Purpose Strip Curtains play a vital role in the

food and beverage, pharmaceutical and chemical industries by preventing the ingress of unwanted elements. This requirement is critical in the light of issues such as cross-contamination.

Dessing says that production facilities as well as retail outlets have come to depend on strip curtains to minimise the entrance of dust and heat, while at the same time facilitating easy access for personnel and vehicular traffic.

Apex General Purpose Strip Curtains are commonly attached to an overhead hanging rail and provide a cost effective and highly efficient way of separating atmospherically critical areas from



Apex General Purpose Strip Curtains are produced using specially formulated PVC material.

temperature extremes and environmental pollutants. In addition to their obvious use at entrance and exit points, the industrial PVC strip curtains are also becoming increasingly popular as a means of temporarily partitioning areas

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



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THE WAY FORWARD IS EXPERT ADVICE

Choosing a topic for this month's column, I have gone through several rewrites with me finally deciding to share about what it is to be an expert in ones field.

If you are to convince a prospective or current customer that you are the person to do the job; in order to secure the work, you have to be that one person that stands out above the rest. So what does it mean to stand out in the crowd in these ever changing times?

You can have all the sales tactics on hand and that great personality, but without a personal connection to the prospective person or client, you are already on the back foot. Relationships are key in building trust as mentioned in my previous articles. Trust is built up over time and this is missing with someone who is new to your services. So you therefore have to be or become the expert.

The expert is someone who humbly knows his or her offering inside and out. It is also the person who is prepared to learn and expand their knowledge of their field in order to better enhance the feedback or service to the client. In turn becoming the go-to person who over time can be trusted. An expert is the person who is also prepared to go twice as far as the regular Joe to do what it takes and get it done, and make their client feel at peace with deciding to use your offering.

Recently I took one of my newest clients along with their client, the author of a book, through our factory tour. On the tour I explained every aspect of each printing department and the role each played in creating

their project. This tour also highlighted the time it took in each department, based on their book project specification. I was taken aback by her response at the end of the tour. She honestly thanked me for my input as she never understood why this process always took so long. She was able to walk away from the tour realising that her project was in the hands of a capable entity that would ensure a beautiful end product.

My client and myself even took the first advance copies to her house and she burst into tears. She then told me of her gratitude towards my role along with others. This project had taken her almost four years to complete and I was simply a part of the journey. All be it an important part, I realised that being an expert allowed me to be part of something special. An expert therefore does not just sell a product or service. He or she sells a solution to enable others to complete their story or journey.

So let's start focussing on what our offering is and becoming the best at that. The Expert.

TIPS FOR BECOMING A CREDIBLE EXPERT

Make it About Them. In order to stand out as an expert in today's crowded world, your advice and leadership needs to resonate one important attribute - empathy.

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Be Transparent, Authentic and Visible.

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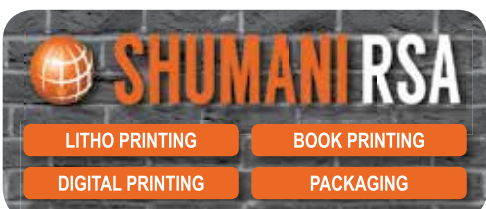
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"I want your print work!"



Putting 740 Humpty-Dumpty SOEs back together again

Mr Geoff Jacobs, President of the Cape Chamber of Commerce and Industry comments on the Presidential State-Owned Enterprise Council

WE now have a Presidential State-Owned Enterprise Council given the monumental task of making all 740 State Owned Enterprises (SOE's), including Eskom, "effective instruments for economic development".

In normal times, which some suggest ended a decade ago, this announcement would be greeted with extravagant praise from the private sector which relies heavily on some of them, particularly Eskom.

However, there is a limit to the number of times that hope can triumph over experience, and in the last decade the record of Government plans turn-

ing into reality, leaves much to be desired.

Granted, this new body has admirable aims. The question is whether those appointed to it have the power, knowledge, influence and determination to accomplish its objective.

First up will be the unpleasant but necessary task to remove those employed by the SOEs for reasons other than their abilities.

Bluntly, every SOE employee will have to learn some hard lessons. Facing economic realities will be the first. For example, like in any business in the private sector, SOE managers will have to accept that they do not own the business. The business is owned by the State on behalf of the taxpaying citizens. It is not owned by politicians either.

Another lesson from the private sector is that having a job in an enterprise is not a

guarantee of cradle-to-grave support. Length of employment is entirely dependent on the health of the business, which in turn is directly attributable to the performance of its employees. Put simply, if any business is not run efficiently, loses money and customers, it has to either change its ways or die; sometimes that means cutting back staff.

But perhaps the most important lesson of all that the SOEs – management and workers alike – will have to learn is that unless the trade unions line up behind this new Council, no one will win the resulting conflict. As surely as night follows day, such a battle will ensure the death of the entire enterprise.

Another danger is that the Council will operate under a covert instruction to preserve the 740 SOEs at all costs. If so, the whole exercise will be



yet another case of throwing good money after bad. That such a policy trend still exists is suggested by the announcement that the Central Energy Fund, the Strategic Fuel Fund and the white elephant of Petrosa will be shoved together into a National Oil Company – a clear case of marrying two capital rich SOEs with one that has delusions of grandeur

and a vast appetite for other people's money.

In sum, while wishing this Council well, past experience suggests that unless it is backed up with the power to take unpopular decisions, and unshackled from political ideology, it will join the many plans and programmes we have seen since 1994 that have come with fanfare and have disappeared without a peep.

Imperial retreats



PAARL-based Imperial Cargo Solutions – a subsidiary of JSE-listed mobility giant Imperial Logistics - is contemplating the closure of two of its key operations.

A letter from Imperial Cargo MD Steven Smith to staff – seen by CBN – said the company had no choice but commence with a formal consultation

process which could lead to the closure of the general freight and line-haul operations.

Imperial Cargo was established in 1997 with the amalgamation of several Imperial companies - including Heavy Transport, Long Distance, Normans and Highway Carriers. It specialises in moving general freight across

South Africa, Namibia, Lesotho, Botswana and Swaziland as well as managing several warehouses.

Key clients include Consol Glass, liquor giant Distell, Good-year, Nampak, Pioneer Foods, Tongaat and Columbus Stainless Steel.

The company has depots in Paarl, Bellville, Worcester, Port

Elizabeth and Alrode.

Smith despaired: "The unfortunate reality is that each and every investigation and analysis conducted by us in the past number of months has concluded that Imperial Cargo is unable to generate sustainable profits and returns in general freight and line-haul operations. In fact, all analysis has concluded that the general freight and line-haul operations has and will continue to generate losses and negative returns, destroying shareholder value."

Smith added that these investigations had further concluded that Imperial Cargo was unable to compete with smaller and medium size low cost

operators in the general freight and line-haul market.

He said the emergence of digital freight exchanges and platforms enables large clients to manage multiple smaller operators. "This enables them to drive rates, which Imperial Cargo is unable to operate profitably at, even further down."

Smith said the impact of the COVID-19 pandemic had materially damaged the future prospects of any financial turnaround of the general freight and line-haul operations. These operations, he noted, were already producing losses and negative returns before the outbreak of COVID-19.

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Brimstone de-gears

ONE of Cape Town's oldest empowerment investment vehicles Brimstone looks determined to de-gear its balance sheet so it can snag new opportunities.

In the last month Brimstone has partially exited two of its mid-size investments – local property group Equites and Phuthuma Nathi (the empowerment partner in pay-for-view broadcaster Multi-choice).

The exercise has raised almost R500 million – that being R321 million for the Equites shares and R175 million for Phumthuma Nathi.

Brimstone retained stakes of 2.27% in Equites and 2.81% of Phuthuma Nathi. It is not clear whether Brimstone will seek to sell these remaining stakes as both investments provide strong dividend flows.

Brimstone noted that in light of the general economic uncertainty, the board of direc-

tors had undertaken a strategic review of its investment portfolio with a long-term strategic view.

The Board had identified assets that it believed could be partially or fully disposed of at acceptable valuations without jeopardising this strategy.

Brimstone said the proceeds from these disposals would be applied to meet funding obligations in the near to medium term.

Whether Brimstone – which carried debt of close to R4.8 billion at the end of December – intends jettisoning more investments remains to be seen.

The group has looked intent to build a formidable food niche around Oceana group and Sea Harvest (which now includes diary business Ladismith Cheese). It also recently signalled a shift into health care with the acquisition of a full controlling stake in Obsidian Health.

Brimstone has also

invested further into Oceana, and now holds a commanding 25% stake in the diversified fishing group.

In terms of cashing in other investments, there might be an opportunity to sell off some of its investment property portfolio (which is worth roughly R100 million) as well as stakes in MTN Zakhele and Aon Re.

Brimstone seems restricted in its ability to raise fresh cash via a rights issue since its share price discounts the intrinsic value of its investment portfolio by a considerable margin.

One prickly issue that Brimstone probably needs to grapple with sooner rather than later is clothing manufacturer House of Monatic.

In the last financial year Monatic's revenue decreased by 13% to R137 million and the business generated a loss of R32.6 million (after retrenchment costs of R5.3 million).

Things don't look easier for the new financial year.

In 2019 Monatic embarked on right sizing exercise, and now the company is in the process of relocating its factory to new premises in Epping. Brimstone directors contend this move will result in a more efficient manufacturing process.

Whether Monatic could be sold to its management and workers is debatable.

Deneb, which housed the old Seardel assets, recently managed to sell the old Hex River Textiles (HexTex) business for R65 million – although CBN notes that payment on the deal was still outstanding at the time of going to press.

Meanwhile another Cape-based empowerment stalwart Grand Parade Investments (GPI) – which is also lumbered with substantial debt – is wait-

ing with bated breath for finality to proposals to sell two of its investments.

At the time of going to press GPI was still embroiled in talks to renegotiate the sale of the South African master franchising rights for fast food brand Burger King and its 30% stake in limited payout gaming machine business SunSlots.

GPI also holds a significant minority stake in the cash spinning

GrandWest casino in Goodwood, which has been the source of valuable dividends for many years.

While the SunSlots deal seems likely to go ahead now that the buyer, Sun International, is set to raise R1.2bn in fresh capital, GPI probably would not relish the prospect of either dropping the R700 million price tag on Burger King or having to find a new buyer in these lean times.

Cape Chamber moves into its 217th year of operations

THE Cape Chamber of Commerce and Industry begins its 217th year of operation in June this year, from its base in the Mother City.

Noting this milestone, the Chamber President, Geoff Jacobs said, "By 1804 trade and enterprise was flourishing at the Cape. At first it was with passing ships, then with the growing number of settlers interacting with the local inhabitants, despite all attempts to keep them apart.

"It was the start of a roller-coaster ride of South African history in which the private business sector played its part in supplying goods and jobs for its

people by growing an economy based on freedom to trade and sell goods and services in a free market.

"For the next two centuries the Chamber defended its members from official barriers to this process. We were and remain apolitical, enabling us to speak out against unfairness and inequity and against any government policies that stood in the way.

"Today, the Covid-19 crisis has once again illuminated the danger of official command-and-control economic thinking on the part of government, also highlighting the unequal nature of

our society and of our economy.

"The Chamber is determined to maintain its historic two century-role in combatting both. This we will continue to do, without fear or favour," Jacobs said.

"Few would doubt that we are entering uncharted territory in our post-Covid-19 world, but our survival as a business chamber over 216 years attests to our resilience and our commitment to continue providing leadership to the business community as it embraces the inevitable but exciting changes in the years ahead".



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Africa Medical Supplies Platform is launched



Virgin Orbit ventilators.

THE Africa Medical Supplies Platform (AMSP), to which the local company, Invicta Holdings, is a key supplier, is now officially live as part of a continent-wide effort to contain the Covid-19 pandemic.

In a virtual briefing on June 18, South African President and African Union (AU) chairperson Cyril Ramaphosa, officiated the launch of the online platform that enables the procurement, coordination and distribution of Covid-19

medical supplies for all AU member States.

According to the President, the online platform will be “the glue that will bind the continent together”.

The development of this pool procurement platform has been necessitated by the exponential growth in Covid-19 cases and deaths on the continent, which has been exacerbated by the shortages of key supplies and the need, at continental level, to procure equipment to prevent the further spread of the

virus. The platform, used through five easy steps, makes it possible for governments and nongovernmental organisations (NGOs) to place orders for diagnostic test kits, clinical management and personal protective equipment (PPE).

Once a vaccine is available, it will be added to the portal in line with the AU’s stated commitment to ensure there is “equitable access to any form of life saving medication”.

Afriximbank will facilitate payments, while logistics partners will expedite delivery.

The online platform was developed under the leadership of AU Special Envoy Strive Masiyiwa on behalf of the AU’s Africa Centres for Disease Control and Prevention (Africa CDC).

Ramaphosa referred to the online platform as “the Amazon of coronavirus resources on the African continent”, which will place a particular focus on small businesses and large industries across the continent as part of laying another building block towards the African Continental Free Trade Area (AfCFTA) agreement.

The launch of the AfCFTA was delayed owing to the Covid-19 pandemic and Ramaphosa is hopeful that the platform will provide a lifeline to African suppliers and manufacturers while ushering in “a new era of inter-African cooperation”.

Many businesses across the continent will now also be able to repurpose their opera-

tions by converting their business to producing PPE.

Meanwhile, Masiyiwa provided more clarity on the creation and inner workings of the platform, which is available in the four working languages of the AU – English, Arabic, French and Portuguese.

When visiting the platform, buyers will find a weekly showcase of African products, as well as an African equivalent for products available outside of the continent.

A chat feature is also available to provide further assistance.

According to Masiyiwa, more than 200 suppliers are already listed on the platform and “more are applying to join every day”.

Among the suppliers already listed, Masiyiwa highlighted JSE-listed hardware company Invicta Holdings and Engineering Solutions Group (ESG) Medical Equipment, one of the manufacturers which has agreed to sell medical equipment through the AMSP.

Invicta also took up the challenge to produce 10 000 ventilators for Africa, Gavin Pelsler, Director of Invicta Holdings and CEO of Engineering Solutions Group (ESG) shared, “Invicta Holdings Chairman, Dr Christo Wiese, has personally committed to various initiatives with the objective of minimising the spread of the COVID-19 pandemic and the potential devastating outcome on the people of Africa. Dr Wiese is proud to be part of this great initiative, working with Richard, Strive and Jeff to procure

specialized equipment designed by the best engineers in the world from Virgin Orbit and Virgin Galactic. Invicta will deliver high quality manufacturing of this world-class product in Africa for the people of Africa, through our ESG Medical business unit (a division of ESG).

The ventilator comes from a free design provided by philanthropist Richard Branson’s Virgin Orbit, a subsidiary of the Virgin Group.

The helmet will be produced in partnership with National Aeronautics and Space Administration Armstrong Flight Research Center and the Aerospace Valley Task Force, both in California, pending the granting of emergency use authorisation by the FDA.

Oxygen helmets help open up the alveoli in the lungs and delay or prevent Acute Respiratory Distress Syndrome.

“We have found a major South African company - Invicta Holdings - that can mass produce these bridge ventilators and oxygen helmets. Any country that wants them can buy them at cost from that company,” Masiyiwa said earlier this week.

Invicta chairperson Dr Christo Wiese has also committed to various initiatives with the objective of minimising the spread of Covid-19 and the potential devastating outcome on the people of Africa.

In this regard, Invicta is looking forward to working with other stakeholders to manufacture and procure specialised medical equipment for Africa.

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V&A first mall with click and collect drive-through service



Pargo's drive through pick up point at the V&A

THE V&A Waterfront has partnered with a Click and Collect service provider Pargo, to offer an alternative for shoppers who want to avoid possible exposure to COVID-19 by queuing in shops, but who still want to collect their own goods. The new Click and Collect Drive Through service will allow customers to place online orders with multiple V&A

Waterfront stores, and then to collect their parcels themselves. The drive through facility will be positioned at the Entrance One of Victoria Wharf Shopping Centre nearest The Table Bay Hotel. The Kiosk itself will be situated outside, in front of Tasha's restaurant. The new service is based on Pargo's smart logistics platform that offers innovative omni-

channel logistics solutions through a tech-enabled network of pickup points. From 11th June, the V&A Waterfront will become the first retail mall to introduce the service which will be piloted until December 2020. The easy to use service allows customers to place orders online with participating retail stores. They will then receive a notification when the parcel

is ready for collection. Customers simply drive up to the brightly coloured kiosk, collect their parcel, and drive away.

The entire process can be completed without customers leaving their cars.

Participating stores currently include @ Home, Cape Union Mart, SportsScene, Fabiani, Foschini, Wizardz, Old Khaki, Totalsports, Markham, Keedo, Poetry and G-Star with more stores expected to be added.

Customers will receive email and SMS notifications throughout the parcel's journey, including when the parcel is ready for collection. Customers can then collect at a time convenient to them. The collection kiosk will be open daily from 9am to 5pm.

Shopper can check store listing on the V&A Waterfront's website: www.waterfront.co.za

Comprehensive stainless steel stockholding



AS business and industry recover from the lockdown, the way consumers and suppliers manage their relationship will be more important than ever.

Access to comprehensive stockholding is a key factor for industry. Fast turnaround for production is also crucial due to the cost of downtime.

"The range of stockholding has to offer a one-stop shop for both general and specialized, customer-specific products," says Heinrich Vollgraaff, Sales Manager of NDE Stainless Steel in Montague Gardens.

applications requiring the utmost quality and precision.

Engineering

The general engineering industry uses a wide range of stainless steel products including sections, sheet, plate, tubing, pipe and fittings. The stainless steel must be of good quality from reputable mills and must be available in the two most commonly-used grades, 304 and 316. Quick turnaround time is also important in this sector.

Automotive

The automotive industry's factories are mostly 'pull' factories that keep little to no stock. They rely heavily on their stainless steel suppliers to keep stock for them and deliver just as they need the material for the production line. This requires a relationship of real efficiency and trust, to ensure that the line is not delayed.

Certain automotive applications call for different tempered

material which hardens with time, making the management of stock even more critical to prevent downtime for these factories.

Aluminium is also used in automotive production and NDE has become critical supplier to this industry.

"Understanding customers' needs and guiding them through challenges with good quality material and the right products is a responsibility of the supplier," says Vollgraaff.

"The focus should be on win-win with both parties benefiting from the relationship. Accountability is also important to make sure the agreed outcome is reached."

NDE's has the most comprehensive stockholding of stainless steel in the Western Cape - Flat Products, Sections, Tubing, Pipe & Fittings, Hygienic Pipe & Fittings as well as some Aluminum products.

For more information visit: www.nde.co.za

Up in the air? No it's in the Cloud

THE Cape Chamber of Commerce & Industry, now in its 217th year, has migrated its entire engagement management solution into the Cloud.

Not only does this provide all the benefits of Cloud-based computing, but the Cloud now has a silver lining in the form of increased operational efficiency and optimised support for its substantial member base.

The platform's software-as-a-service features will deliver an even better experience for the Chamber's 2 000 members and their quarter of a million employees.

"We are now in an even stronger position to increase engagement as well as optimise it with this integrated technology platform," says Geoff Jacobs, President of the Chamber.

"Cloud platforms are transforming the way professional communities enable and enrich relationships. Even as we become more technologically connected, we have never been as socially disconnected.

"The Covid-19 lockdown has made it more so. But while physical human presence is important, technology has - as we have seen

in the past few months - certainly ameliorated this issue.

"There is no reason for any businessperson to feel isolated," says Jacobs. "And with a Chamber membership fee equal to a packet of chips a day for small business, any businessperson can end their isolation and enhance their network - irrespective of prevailing conditions.

"The Chamber solution is hosted by EventBank. It is not a quick fix. We have been evaluating various platforms for years. It has taken months of work by our Events and Membership departments to

enable the migration to a platform suitable for our members.

"Online networking is now crucial and we expect many more features to be added over time as we are met with new challenges. Members will soon receive an email to register on the new system." Mr Jacobs added.

"Once connected, our members will experience all the advantages of enhanced engagement, streamlined operations, and modern management provided by technology and the member-centric culture of the Cape Chamber of Commerce and Industry.



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Job preservation initiative launched

SANLAM Investments is responding to the COVID-19 pandemic through large-scale support of the recovery of South African companies, from small enterprises to corporates that employ a large number of people. Sanlam has committed R2.25 billion of its own capital to seed three funds with the core objective of preserving and creating jobs - in a drive to mobilise further capital from like-minded investors set on re-igniting economic growth.

The three impact funds, named the Investors' Legacy range, share the common goal of backing companies negatively affected by COVID-19, but which have a strong likelihood of producing sustainable cashflows after the pandemic

should they receive the required financial support. Each fund focuses on a different part of the market - SMEs, mid-market and large corporates - and will provide financing in the most appropriate form, whether it be in the form of loans or equity investment.

To Sanlam, people matter most and every job in South Africa counts. Economists estimate that, depending on how long the lockdown continues, we could have three to four million people losing their jobs, pushing the unemployment figure to close to 50%. The Reserve Bank revised its GDP forecast to a deeper contraction of the economy at -7.0% for 2020, while some private sector economists suggest that -10% is more likely.

The other difficulty in South Africa is that we entered COVID-19 in a recession and we may be harder hit than other countries as a result. Providing funding to struggling South African companies can prove to be just the lifeline these entities need to pull through the COVID-19 crisis and save jobs.

Sanlam Investments chief executive Nersan Naidoo says, "We actively seek out opportunities to support the recovery of South Africa in a purpose-led, society-focused, and investor-centric way. Particularly in times of crisis, we can empower other companies to create and sustain jobs, which has a real, meaningful flow-through to economic growth, and at the same time offer



Nersan Naidoo.

investors a good return on their capital."

The Investors' Legacy funds range is consciously aligned with the United Nation's Sustainable Development Goals, particularly those goals focused on eradicating poverty, reducing inequalities and promoting economic growth. The capital will be invested with

the intention of generating a social impact, while also looking to deliver returns that allow investors to achieve their long-term financial objectives. The management teams will invest into commercially-viable businesses that struggle to access the necessary liquidity in the midst of the pandemic, and without which

they might not survive. The ultimate goal is to promote economic growth; preserve and create jobs; and create a more sustainable and inclusive society. ESG considerations are embedded into the process and the funds will report back on the extent to which impact objectives are met.

Sanlam's goal is to mobilise - apart from its own seed capital of R2.25 billion - further capital from like-minded investors who want to join in accelerating the much-needed growth of the economy, post-lockdown. It envisages the typical investor to be an institutional investor which, while likely to have a requirement to target a market-related financial return, has a strong alignment with the impact themes of eco-

economic growth; job preservation and creation; and social inclusion. Investors can choose to allocate to each fund individually or invest in a blend of the three impact strategies.

"The urgency and scale of the required response from us all are unprecedented," says Nersan Naidoo. He adds, "The capital we raise together will be invested to generate a measurable social impact, while also delivering favourable returns for our retirement fund clients, so that we can make a real, sustainable difference. We want to be part of this urgent drive and shared fiduciary responsibility to rally together to preserve value in sustainable businesses. We urge others to join us on this journey."

Five startups proving the future of flying cars is here

REMEMBER watching old science fiction movies, where flying cars presented the high-level technology future? Well, it seems that the future happened sooner than we could expect. Now, the aviation segment welcomes many aerospace startups that work on developing flying cars and their prototypes. Can we actually take a sky taxi or become a pilot while driving a flying car? This article presents you with a list of 5 startups that brings the idea of flying cars to real life.

Lilium Aviation

Lilium Aviation manufactures electric vertical take-off and landing jets. The startup was founded in 2015. Now, Lilium is based in a globally renowned high-tech hub for mobility in Germany. Lilium Aviation develops an air mobility product with an estimated range

of up to 300 km and a top speed of 300 km/h, with zero emissions to make it efficient and an eco-friendly individual means of transportation. In 2015, the startup filled out a patent application for a vertical take-off aircraft, and in 2016, for an aircraft aerofoil. Overall, this startup showed a huge potential through years and attracted over \$375 million in funding.

SkyDrive

SkyDrive is a drone startup that mainly focuses on developing flying cars. In 2012, SkyDrive was established by a volunteer company CARTIVATOR. The startup is based in Japan. SkyDrive brings to life electrical vertical take-off and landing pilotless aircraft, which are expected to be used in taxi service. The product would help to improve transportation in islands, moun-



Picture credit www.aeromobile.com

tainous places, and would also be a suitable option for emergency transport. In total, SkyDrive has attracted over \$22 million in funding. Numerous transportation companies, including Toyota, have invested in the startup.

Opener

The journey of Opener

started in 2011, when Marcus Leng, the Founder and the CEO, created the first flight in a proof-of-concept vehicle in his front yard in Warkworth, Ontario, Canada. In 2014, Opener relocated to Palo Alto, California, and succeeded in the flight of BlackFly v1. The debut of BlackFly was described as "the world's first ultralight

all-electric fixed-wing vertical take-off and landing (VTOL) aircraft." The single-seat flying car requires neither a pilot's license nor any other special competencies. In 2019, the third version of BlackFly successfully passed the extensive cold-weather testing. The product of Opener provides a super-charging option, meaning it takes

less than half an hour to re-power its battery.

AeroMobil

AeroMobil is an exceptional engineering startup that develops and sells compact flying cars, combining a real car and an aircraft in a single vehicle. AeroMobil was founded in 2010, and the startup is based in Bratislava, Slovakia. AeroMobil has an international team of approximately 40 experts from aerospace and automotive industries, from 8 different countries. AeroMobil focuses on developing more practical and environmentally friendly personal flying cars, which would solve limited road infrastructure problem and create a probability to travel faster. Generally, AeroMobil has attracted over \$18 million in funding.

Terrafugia

The startup, which presents itself as the

"future of personal transportation" was founded by five MIT-graduate pilots in 2006. The Chinese-owned company is based in Woburn, Massachusetts, United States. Terrafugia mainly focuses on developing the flying car named TF-X and the roadable aircraft named Transition. Both TF-X and the Transition are created to be able to fold their wings, allowing the vehicles to work as legal street road vehicles.

After the successful development of TF-X and the Transition, Terrafugia sets itself as one of the leaders of the mobility revolution. By having seven rounds of funding, in total, the company has attracted over \$6 million. Moreover, Terrafugia is funded by two investors, including Haiyin Capital and Semyon Dukach.

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Help rid SA of Ponzi schemes

MTHUNZI Mbali, the vice-chairman of the Direct Selling Association of South Africa (DSA) says: "We are extremely worried about the proliferation of pyramid schemes in South Africa". He says the DSA has been at the forefront of exposing this economic crime for "as long as we have been around".

Mbali says there are several signs that the public can rely on to determine if a venture they are getting involved in has any chance of success or if it is going to be sustainable.

First look at what they are offering and their remuneration structure.

He says potential investors must also check if there is an oversight body that the scheme is accountable to and also find out if it is part of any legitimate association.

"Most importantly though, if there is no underlying product or service being offered, then you need to be very concerned," Mbali cautions against compensation plans that pay for recruitment of people stating that "legitimate direct selling businesses pay compensation to

their Direct Sellers based on sales of their products and services and not for recruitment of people.

He says pyramid schemes thrive because in some instances they fashion themselves as direct selling companies even though the two have absolutely nothing to do with each other.

"Consequently, there is a tendency by some media to lump the two together-which is also not helpful," says Mbali.

"If ever in doubt, we invite the media to consult the DSA or visit our website (www.dsasa.co.za) to confirm the legitimacy of businesses that we are prepared to vouch for because we have vetted them and are comfortable that their business models pass the sustainability test."

"Legitimate direct selling business models work, not just in South Africa but around the globe," insists Mbali.

"This is a nearly \$200 billion global enterprise. In South Africa-annual sales are approaching R13 billion-with a total network of more than 1.2 million entrepreneurs supporting no less than 6 million individuals.

Calling tea time for 75-years

THIS year will see Laager Rooibos – the second biggest Rooibos brand worldwide – celebrating 75 years of being part of South African homes. The brand, which now includes the Laager Rooibos Herbal and Laager Tea4Kidz product ranges, has lived through some of the history books' most interesting time periods.

1945 was a year which began with the world at war, and ended with the signing of the United Nations Charter. Three quarters of a century later, and things have changed the world over - and back home. We now have a democratically elected government, 11 official languages, and one of the most revered constitutions globally. However, despite these massive shifts, Laager Rooibos, which was founded in 1945, is still one of South Africa's best loved tea brands.

A story told in the tea leaves

The history of Rooibos dates back possibly thousands of years

when this tea was first used by South Africa's KhoiSan people as a medicinal herb – the leaves harvested from the *Aspalathus Linearis* plant were used to make natural remedies for a variety of ailments.

Grown exclusively on the Cederberg Mountains of the Western Cape, Rooibos was produced commercially for the first time in the 1930s, making Laager Rooibos one of the first commercial Rooibos tea brands in existence.

Many countries have tried, and failed, to grow Rooibos with the Cederberg region the only place where this natural herb thrives. Although the processing of Rooibos has been refined and mechanised over the years, it is not that far removed from how it was traditionally harvested and processed. Bunches of leaves were rolled into hessian bags and transported down the mountain by donkeys, at which point the leaves and stems were chopped and then bruised with mallets before being left to fer-

ment, and later spread out and dried under the hot African sun.

Over the years, the many health benefits of Rooibos have been uncovered, in large part thanks to the extensive research funded by The South African Rooibos Council, a body of which Laager Rooibos is a part. These health benefits are now widely acknowledged and have contributed significantly to the growing popularity of Rooibos, not only in South Africa but across the globe, with several popular figures and celebrities touting its natural benefits.

A tradition of strength and community

Even during the toughest times, the Laager Rooibos brand has been a beacon of hope for many. During the Covid-19 pandemic, the brand has provided online educational support for parents and caregivers, as well as donating goods where needed.

"It's been such a fulfilling experience being a part of the Laager Rooibos



journey, watching the brand grow over the years and evolve to meet different needs," said Jonathan Kelsey, Co-Founder of Joekels Tea Packers, manufacturers of Laager Rooibos. "We've benefited from various partnerships over the years, including our endorsement from the HSFSA and our partnership with Laager ambassadors and dynamic South African chefs, Lebo and Tebo Ndala (@Withlovefromthetwins). And while the brand continues to evolve, the strong, refreshing taste

of Laager Rooibos has remained consistent over the years – because strength is our tradition."

Joe Swart, Kelsey's business partner and Joekels Co-Founder and -Director added, "There are so many exciting new projects in the pipeline for the Laager Rooibos brand – we might be 75 years in but this is just the start. We will continue to find innovative ways to strengthen our connection with South African communities, and we look forward to the many adventures we will embark on together."

Investing in a post-COVID-19 world

THREE months ago, investors were looking forward to an improved year of global growth and corporate earnings. That was then. The coronavirus crisis is an era-defining event; one which will have a significant impact on not only how we live, but also where we invest.

This is according to James Klempster, Director for Investment Management at Momentum Global Investment Management, who notes that COVID-19 has delivered an economic shock with a speed and severity unprecedented in modern times.

"These are the most challenging conditions that many, probably most, of us have experienced in our working lives. In aggregate, the world has never been richer, we enjoy the most sophisticated technology and healthcare of any generation; yet we have been laid low by a pandemic which has required a return to the most basic solution: stay at home."

There is no question that deep-seated, long-lasting changes are on the way, with important implications for investors. But Klempster points out that capital markets will begin to discount the recovery, along with the winners and losers, well ahead of the end of the humanitarian crisis. The question front-of-mind for many investors, however, is what course of action to take in these unprecedented times.

"From an investment perspective, the first thing is that we have to look past the

headlines," says Klempster. "We don't invest in asset classes – particularly equities – for the short term, and as disruptive as this virus is, it is not unpicking the very fabric of financial markets."

Governments around the world have been swift to act, pledging unprecedented support for businesses and individuals to tide them over during this period of reduced economic activity. Central banks have also been active, with the Fed cutting interest rates to historic lows, while restarting its quantitative easing programme. Such action should support stock market valuations and encourage investors to buy yielding assets such as equities and bonds.

According to Klempster, these interventions removed the risk of the deep recession triggering a systemic financial crisis and ultimately a depression. Furthermore, the financial system is better placed to weather this storm: "Importantly, the vast majority of banks worldwide have substantially stronger capital positions than in 2007/8 when the global financial crisis hit," he says.

The unprecedented injection of liquidity has resulted in global equity markets being up more than 20% from their bottom on 23 March – which puts the US, for example, technically back in bull market territory. Klempster however cautions that one should not get too excited just yet.

"What is clear is that uncertainties

momentum
investments

and risks remain extremely high. We can, however, be certain of two things: recovery will come, and markets have already discounted a great deal of bad news. We cannot predict with confidence when the bear market will bottom, but the extraordinary levels of support provided by central banks and governments will ensure that economies are largely intact as we exit the crisis - the seeds of a recovery have been sown."

Looking ahead, the question remains what this means for investors. "From a macro perspective, low interest rates are here to stay for a long time in what will be volatile markets," says Klempster.

"Security of supply chains will surely play a greater role in sourcing arrangements than in recent decades. Production of vital goods and services is likely to be brought home wherever possible, lessening the reliance of countries on China.

"It is likely that some industries will be permanently damaged by the crisis and some companies will not survive. Travel, tourism, airlines and leisure spring to mind, but there will be others. Other industries

such as online retailers, gaming, education and conferencing, video streaming, health and tech, in turn, could emerge as long-term winners from this crisis."

Thinking locally, Klempster notes that South African investors must consider diversifying their portfolios offshore as a point of departure. "There are a number of great companies in South Africa, but the market is concentrated. Why limit yourself to a country that represents less than 1% of global GDP? Investing only in South Africa means you are missing out on 99% of the opportunity.

"We recognise the great uncertainty and risks that lie ahead, and we do not profess to have all the answers – no-one does. However, with zero interest rates and low inflation, the medium term is likely to be a good period for risk assets.

"We don't expect big returns, but positive and gradually recovering the losses inflicted in recent weeks. The recovery will come, and by staying invested, with the adjustments we have made to portfolios, we will be positioned to weather any further storm ahead and participate fully in the upswing in markets when it arrives," Klempster concludes.

National programme can assist companies with energy management to reduce operating costs

AS industry returns to operations post lockdown, significant steps are being required to be compliant with COVID-19 safety measures. This is an ideal opportunity for companies to consider changes that will ultimately save them operating costs, thus aiding in the recovery process and long-term sustainability.

Alf Hartzburg, national project manager of the Industrial Energy Efficiency Project at the National Cleaner Production Centre (NCPC-SA), says the IEE Project team is ready and willing to advise companies on how they can

work energy management into their revised business operations.

“SANS/ISO 50001, the energy management best practice standard, actually saves companies money. We are offering companies technical support to work towards this standard, and even some financial support if they want to apply for certification through SABS,” he says.

Other ways in which a company can benefit financially is through the tax incentives for energy efficiency. SANEDI, another IEE Project partner, administers the 12L tax incentive programme



Alf Hartzburg, speaking at the NCPC-SA Industrial Efficiency Conference in 2019.

which provides companies with a tax rebate for measured energy savings.

The IEE Project has a significant track record to prove the success of energy manage-

ment. The project also involves key national and international players, including United Nations Industrial Development Organization (UNIDO), the Department of Min-

eral Resources and Energy, as well as the Department of Trade, Industry and Competition (the dtic). The Global Environment Facility (GEF) is the international funder.

Since 2011, the IEE Project has assisted industrial companies to save 5.83 TWh of energy, translating to cumulative cost savings of R4.67 billion in these companies.

Given that most manufacturers will be facing reduced production demand, companies should be keeping a close eye on what they are using and where they might be wasting. Hartzburg says the

NCPC-SA poses a simple question: “Do you know how much energy (or water) you are using, and do you have a record of that use?”

Many businesses rely on the suppliers of utilities, such as municipalities, to provide this information through monthly invoices, but this is not enough.

“Managing – and thus measuring – energy consumption, monitoring it against a set baseline target, and conducting independent verification of meter readings are simple first steps. But much more can be done, at relatively little cost financially, to

manage energy holistically,” explains Hartzburg.

The services of the NCPC-SA, where most of the IEE Project team are based, are subsidised by government, and their advice is freely available for industry to help in recovery at this critical time.

Many of the NCPC-SA training courses, including energy management, are being made available as online training during 2020, at no cost to industry delegates.

Companies can contact ncpc@csir.co.za or visit www.ncpc.co.za for more information.

Renewable energy projects in Africa



REISA Kathu Solar PV, Northern Cape.

ABOUT 70% of utility-scale renewable energy projects undertaken under the Renewable Energy Independent Power Producer Procurement (REIPPP) programme in South Africa to date

have seen the involvement of engineering, design, and advisory company Aurecon, according to Paul Nel, Energy Lead for Africa. The company is currently in the process of rebranding as

Zutari, after officially announcing the separation of the African business from the Aurecon Group, effective from 1 January 2020.

In addition to local involvements, Aurecon

is also involved with regional initiatives such as the Southern African Power Pool (SAPP) and, to a certain extent, the East African Power Pool (EAPP), where the main focus is on large interconnector projects. At present, it is undertaking projects in South Africa, Uganda, Zambia, Malawi, Kenya, Mozambique, Madagascar, Ghana, Tanzania, and Nigeria. Apart from the large interconnector studies, the focus here is mainly hydroelectric and solar power, with some clients looking at wind energy in East Africa, for example.

Aurecon has also been actively supporting some of its energy clients with advanced data analytics, cutting-edge drone-based construction monitoring and complex,

bespoke business decision support solutions. “I believe we currently offer some clients unique, digital-advanced solutions that no one else in our space is doing. We are also actively looking at ways to increase our digital offering, helping our clients to remain relevant in this fast-changing digital world.”

Nel points out that the need for both power and water on the continent is growing unabated, especially due to increasing urbanisation and, to some extent, also industrialisation across Africa. This has allowed Aurecon to achieve significant traction in the energy market.

The main challenge facing South Africa is its fossil fuel-based energy mix that is heavily dependent on

the mining industry for supplying coal and employment opportunities. “We are very dependent on the government to free up the power generation sector.” Here Nel points to the long-awaited Round 5 of the REIPPP programme.

Transitioning from coal-based power to renewable energy is a long and complex journey, as witnessed by the government’s ongoing efforts to separate the transmission, distribution and generation business units of electricity utility Eskom. “This unbundling is a prerequisite for the freeing up of the electricity market. Eskom’s inevitable reorganisation will be a slow process. What we are ultimately hoping for is an independent system operator mandated to trade power between

both private and public entities. This will also free up significant investment opportunities for the private sector,” Nel highlights.

In terms of nuclear power, it is vital that options are considered to extend Koeberg’s operating life in order to ensure stability of the national grid, especially as this is the only base-load generation capacity in the entire Western Cape. New technology such as Pebble Bed Modular Reactors would likely still have a long development lead-time. Traditional nuclear generation solutions also remain very expensive and complex to develop, and hence Nel believes additional nuclear power will not be considered an option for South Africa’s energy mix in the foreseeable future.

Africa’s energy transition must be African at heart and in practice

Local content policies and localization strategies cannot be forgotten in the pursuit of investment and efficiency

By Verner Ayukegba

AFTER such a long time dealing with the problems of the past, Africans can look to the future with the promise of a better life. After all, when it comes to natural resources such as oil, gas, coal, diamonds, rare earths, woods, or agricultural potential and legacy-free technological development, there is no place like Africa. Over the last decade, most of the world’s biggest oil and gas discoveries took place on the African continent,

and rapidly developing indigenous companies are ensuring these resources serve Africans and African economies more than they ever did before, resources that will power industries, light homes and create wealth.

Our time to rise is finally here

As the Africa Energy Chamber has advocated since its establishment, we are finally seeing petrochemical plants, fertilizer plants and gas-fired power plants popping up

across the continent. An African natural gas economy is growing where before the plague of flaring stood unmatched.

Intra-African trade in both natural gas and Liquefied Natural Gas (LNG) is also likely to rise significantly, on the back of rapid urbanization and development across the continent which is set to increase energy consumption on the continent by more than 50% before 2040. This will speed up wealth creation and capacity building across borders.

The African energy transition will not be made in the West

The issue of climate change has come to dominate the global debate over the energy sector. An energy transition is necessary to tackle the effects of CO2 emissions on a planetary scale. While Africa has contributed only a minuscule part of those emissions, it stands to suffer the most from the effects of this change, and must as well prepare for a progressive shift in its energy structure. In many ways, the channelling of natural gas

for power generation and the upgrading of oil and gas infrastructure and equipment to improve efficiencies and reduce the industry’s carbon footprint is already going a long way to achieve that. New renewable energy projects from Kenya to South Africa will also help balance out the continent’s energy matrix as it expands its electrification rates to reach every African in every corner of the continent.

Already, we see examples of gas-poor countries like South Africa investing in natural gas and LNG projects in

gas rich Mozambique with the aim of reducing their growing energy deficit. As demand rises, exploration will accelerate and so will the use of the vast gas resources, including those that continue to be wasted through flaring. The African Continental Free Trade Zone is an ideal platform to promote the development of an intra-African natural gas trade that will promote widespread economic growth and access to power. Again, it is fundamental that these developments are pegged to well implemented and designed

local content policies, so that Africans can truly benefit from the exploitation of their continent’s resources, and by so doing, ensure that Africa’s energy transition will be driven and made sustainable by those that will transition with it.

(Original content edited for length.)

Verner Ayukegba is the Senior Vice President with the African Energy Chamber and Director of Operations at DMWA Resources, a pan-African energy marketing & investment firm.



Energy efficiency in practice works



SA Industrial Energy Efficiency Project

Meadow Feeds in the Western Cape, continues to save energy year on year through the interventions of the South African Industrial Energy Efficiency (IEE) Project.

Part of the Astral Foods Group, the Paarl factory produces 360 000 tons of specialised diets and custom feed mixes for the poultry industry per year. Meadow Feeds achieved significant savings by instilling a culture of energy saving in the company through the following behaviour changes:

- Energy efficiency as a standing agenda item in productivity meetings;
- Operators received regular training on various elements of the production process;
- The induction programme for new staff includes energy efficiency content; and,
- It is a procurement requirement to buy only energy efficient equipment.

Energy saving interventions included the replacement of mercury vapour lights with LEDs, motion detectors for air-conditioning units, solar hot water, the replacement of blow lines with elevators, installation of a borehole water filtration system for boilers, heat recovery from air compressors, variable speed drives on pelletiser cooler fans and the 250kW grinder 3001 system.

A significant lesson was how energy could be saved in the feed pelletising machines by replacing the dies when energy consumption increased. The wear of the dies had a significant effect on the energy consumption of these machines. Meadow Feeds was able to make significant capital savings by refurbishing the dies, rather than simply replacing them – refurbishing is a third of the cost of replacing.

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Expert level Training

Post-COVID Recovery Our team can assist industry become more resilient through energy efficiency implementation, resulting in cost saving opportunities.

To participate in the IEE Project or access some of the free online tools, contact ncpc@csir.co.za
Download the full case study, and others, at www.ncpc.co.za / www.ieeproject.co.za.





The genset installation provided by Zest WEG will expand the hospital's standby generating capacity to 1 MVA continuous rating, allowing 100% of the institution's functions to continue as normal during periods of load-shedding.

Genset solves hospital's standby power needs

A generator set installation at a Cape Town private hospital provides a plug-and-play solution with high reliability and minimal downtime.

"In a design that suited the hospital's

severe space constraints, Zest WEG built the generator, transformer and remote radiator into special ISO shipping containers in a double-stack configuration," explained Johannes

Nel, operations manager – production at Zest WEG. "The contract also included the refurbishment of the client's existing 1 000 kVA 400V MTU open-type generator which was included in the

solution."

The new genset expands the hospital's standby generating capacity to 1 MVA continuous rating, allowing 100% of the institution's functions to continue as normal during periods of load-shedding. Nel also highlights that reliable supply was key to the hospital's safe and efficient operation, whether from mains or back-up supply.

To reduce the project lead time as much as possible, the delivery of certain imported components was arranged well in advance. The containerised solution was constructed and extensively tested at the Zest WEG genset manufacturing facility in Epping, saving time during installation.

Plug and play solution with high reliability and minimal downtime.

"It was critical that any downtime be kept to an absolute minimum, as hospitals need to run continuously," Nel says. "With our expertise, product range and experience in the health sector, our design, installation and commissioning strategy was able to align closely with this priority."

A dry-type step-up transformer allows the generator to connect to the 11 kV council electricity supply council supply, which will reduce hospital downtime during commissioning. The resin-sealed transformer also provides a long-lasting solution with low maintenance and a high safety factor due to the absence of oil as a coolant.

Nel explains that another vital concern was the hospital's proximity to a residential area, demanding that the noise level of the generator be kept within strict limits. This requirement was successfully achieved during testing, with the noise level kept within 65 decibels at a distance of seven metres.

In addition to conducting a complete engine rewiring, Zest WEG also upgraded the generator controller, giving the customer improved ability to monitor the generator's operation during load-shedding. The modern controls help protect the generator and optimise the lifespan of critical equipment.

These brands are proud members of



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Customer training ensures equipment longevity

WERNER PUMPS SA, a specialist in high-pressure jetting equipment, has launched a programme to train its customers and their equipment operators on using the Werner Pumps trucks.

“We’ve always tried to help our customers to protect their investment in our jetting and vacuuming trucks by giving them advice on proper use and care of their equipment,” says Werner Pumps MD, Sebastian Werner. “Now we’ve formalised that into a training programme that we will make available free of charge (the first time) to existing and new customers. Refresher training is also available if required.”

The training takes place at the Werner Pumps offices and is available to any customer who has purchased a Werner Pumps truck unit or trailer unit. Customers are invited to send their truck operators and assistants for a one-day training session that focuses on understanding the vehicle, its controls, how to operate it and general care and maintenance.

“Every participant receives a training manual and a certificate of completion after going through the training,” says Werner. “The idea is that if we teach the operators to use the equipment correctly, and to take care of it, it will help customers avoid any damage to the vehicle and ensure they don’t incur unnecessary repair costs or end up with down time. By doing the regular checks we recommend and using the truck as it’s designed to be used, operators keep the equipment in top condition, which means it operates efficiently and optimally.”

The training covers:

- High pressure jetting operation
- Hose reel operation
- Small hose reel operation
- Vacuum operation
- Using vacuum as blower
- Suction operation
- Boom operation
- Dump operation
- Cyclone discharge
- Rear door operation

- Daily / weekly checks
 - General maintenance and upkeep
- Aside from the training, Werner Pumps will send one

of its own highly experienced operators out on the first job a customer undertakes with their new equipment to assist the customer’s own operator with on-the-job train-

ing and advice. “We understand that our customers are investing large sums of money on the equipment we manufacture for them, and we want to help them

to ensure that investment is protected as best we can,” concludes Werner.

For more information, visit www.wernerpumps.com



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Using sewage to test for COVID-19

THE major risk arising from Covid-19 is the fact that people can be infected but show no symptoms. It is these asymptomatic carriers that are the vectors accelerating infection in society. This is the central problem that has to date defied a solution.

Since the government cannot test every citizen in the country, the answer lies in sewage surveillance, says Dr Anthony Turton from the Centre for Environmental Management at the University of the Free State (UFS).

Easier than testing millions of people

“We have 824 wastewater treatment works in South Africa. Each of these serves a population of known size. By taking samples of sewage according to a defined protocol, it is now technically possible to determine the viral load of the entire population in the catchment area of that sewage works. This data can be compared weekly, and from this we can determine if the total viral load is increasing or decreasing,” says Dr Turton.

According to him, this is much easier to do than the individual testing of millions of citizens, the results of which only give a snapshot of information relevant to those specific people at that precise moment in time.



Typical wastewater treatment plant.

“What is known to scientists, but not yet apparent to the public, is that the virus is shed in human waste. This is known as viral shedding, and is now known to result in a traceable presence in both urine and faeces before a patient manifests with symptoms and after a patient has been treated. This does not mean that the virus is still infectious, although there is some mention of faecal-oral transmission in peer-reviewed literature, at least of the SARS virus,” explains Dr Turton.

A convenient way of gathering data

According to Dr Turton, samples are taken from the inlet to wastewater works where raw sewage is mixed. If more precise details are needed, sampling can occur on specific feeder

lines, for example, from different suburbs representing different demographic samples of a larger and more complex whole. This ability gives sewage sampling a high level of nuance, because the pixel density of data built up over time is granular and precise. The important thing is that sampling must be regular and accurate, because each provides a single frame in the movie that we ultimately want our decision makers to watch.

“This picture is not about individuals who are positive or negative, but rather about the total viral load present in a defined cohort of people at a precise moment in time. It is not as granular as individual testing, but it is a convenient way of gathering data about the rate of change and specific epicentres of change or

emerging hotspots.”

This technology has been successfully used in the Netherlands and is now being rolled out in other countries in the developed world. It is now being made available to any laboratory, privately owned, university owned or part of a national science council, with the intention of supporting decision-making by government. This will be of critical importance as the government decides to open up the economy, because sewage surveillance can detect a second wave before it is manifested as people reporting to doctors with symptoms.

Any university with PCR capabilities can become a certified user of this technology, as can any commercial laboratory being rolled out as a humanitarian issue rather than a commercial one, even if it has an

Softeners protect equipment and save energy, costs

ALL boilers and cooling towers need a water softener to help to prevent scale on heat transfer surfaces. It's important to maintain these softeners to avoid equipment or machinery failures, and unnecessarily high energy costs.

“A water softener removes hard water minerals, like calcium and magnesium, which can cause scaling and damage in the boiler tubes,” explains Lionel Maasdorp, MD at Allmech – a leading South African manufacturer of boilers and supplier of water treatment components. “Cooling towers are another common application for industrial water softeners. They can operate much more efficiently with softened water. This can help to realise a drastic reduction in maintenance requirements, chemical feed quantity, and the volume of water required for operation. The correct balance of minerals of incoming water to industrial systems is essential to the proper operation and maintenance of expensive equipment.”

Whilst Maasdorp says water softeners are fairly low maintenance



Photo shows 50mm pipe with scale measuring 10-12mm thick inside it. The flow of water has been dramatically reduced due to lack of maintaining the softener.

equipment, he recommends regular service visits are carried out to ensure that they are operating optimally.

How softeners work

Water softeners use a process called ion exchange to soften the incoming raw water. The process involves the transfer of unwanted hard ions, such as Calcium (Ca+) and Magnesium (Mg+), from the water to a solid substance that accepts these (the resin), and exchanges the ions for a desirable type of ion. Water softeners usually use sodium (Na+) as the exchange ion. Sodium ions are supplied from dissolved sodium chloride (salt). As hard water passes through a softener, the calcium

and magnesium trade places with sodium ions.

“Every softener has a bed of resin, and this resin extracts the hardness in your water by capturing the calcium and magnesium ions that cause hardness,” explains Maasdorp. “After a while, the resin bed becomes saturated with these hardness-causing minerals, and there comes the need for ‘regeneration’.

Softener regeneration is simply the process of removing the minerals or ions absorbed from the resin beads in your water softener.”

Key maintenance considerations

When it comes to onsite water softener maintenance, it's important to check the salt level in the brine tank regularly, and to use the right kind and quality of salt.

He advises ensuring the automated, semi-automated or manual softener control valve is operating correctly by regenerating the water softener as per its technical specifications.

A planned maintenance programme will ensure that problems are avoided or managed quickly as they arise. It is important to select the correct type of treatment plan to suit the operation's needs. “At Allmech, we offer our customers a monthly maintenance service, which includes all the aspects required to keep their softeners functioning optimally,” says Maasdorp.

“The pre-treatment system is the most critical part of the total boiler water system, as it ensures water impurities are either removed or reduced to acceptable levels,” says Maasdorp. “Taking proper care of your softener is the best way to protect your investment in your boiler or cooling tower equipment.

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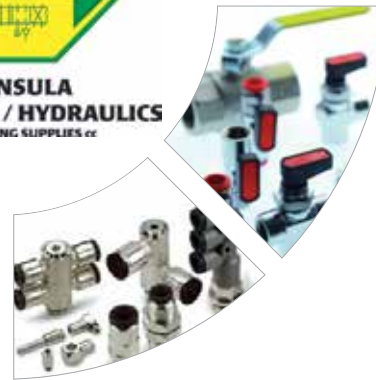
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HONESTY & INTEGRITY

guide 30 year success

Peninsula Pneumatics / Hydraulics & Engineering Supplies CC reach a significant milestone this month as they celebrate 30 years of service to the Western Cape industry.



Events that shaped 1990 were tumultuous – East and West Germany were reunified, Iraq’s invasion of Kuwait began the Gulf War, and here at home Nelson Mandela was released after 27 years behind bars and Namibia gained its independence from South Africa.

For Josh and Joyce Jooste their most endearing memory of that year was the day they set up shop in Paarden Eiland and Peninsula Pneumatics / Hydraulics & Engineering Supplies (PPH) opened its doors for the first time. It is unlikely that they even considered that in July 2020 they would be celebrating the firm’s 30th anniversary – no mean feat for a small, family owned and managed business that has weathered countless economic storms, and now even a pandemic.

Honesty and integrity are guiding principles

Josh needs to be coaxed to reveal his successful formula of how the business flourished when statistics dictate that most small businesses don’t make it past the first five years.

“We’ve always operated with honesty and integrity and most importantly, viewed the business’ bank account as belonging to the business, and not to be dipped into by its owners” said Josh.

Joyce echoes the sentiment and as the business’ financial manager said that they have always operated without bank support and they own their own 1,000m² premises in Paarden Eiland. “We wanted to create a sustainable business with reliable suppliers who shared our values. This rubs off onto the customers who receive high quality, reliable equipment at a fair price. We like to think that our extensive experience which translates into friendly advice, problem solving abilities and reliable service is why our customers keep coming back” she added. This mantra is summarised in the company’s motto, **WE ARE THERE FOR YOU.**

Top agencies provide quality products

PPH has long standing agency agreements with predominantly Italian suppliers having found them to be amongst the most competitive and manufacture to European ISO and DIN industry standards. Customers are thus ensured of a wide range of reliable, quality products at a fair price. Also having most suppliers from one country of origin simplifies transport costs and import logistics.

Trusted suppliers include:

- » **Metal Work Pneumatic**
Metal Work, formed in 1967, is an Italian company specialising in the production of pneumatic components for automation systems.
- » **VMECA Vacuum Technology**
VMECA is one of the market leaders in vacuum handling and have patented many products. Product innovation is driven by high quality and high productivity.
- » **ODE Solenoid Valves**
Since 1960 ODE S.r.l. (Officine di Esino Lario) has been providing customized designs and production of solenoid valves for manufacturers and system integrators, many of which are “leading edge” designs which satisfy the demands of vending and coffee machine manufacturing, car wash manufacturing, automation, medical, food and beverage, water control and chemical sectors.
- » **Aignep, Eurofit and Mebra Plastik**
These principles provide a complete range of Plated Brass Compression Fittings, Knurled Nut Fittings, Push-In Fittings, Adaptors and Ball Valves. A complete range of Nylon Tubing in sizes 4mm – 14mm, Polyurethane Tubing and Teflon Tubing in sizes 4mm – 12mm are imported and stocked.
PPH also manufactures Coiled Nylon Hoses (Suzie Coils) in its workshop to customer specified working lengths.
- » **Exair**
Exair Corporation was incorporated in 1983 as a manufacturer of compressed-air operated products to solve problems in industrial plants. The product line includes: Vortex Tubes, Air Amplifiers, Air Knives, and ionising products for static elimination and liquid atomising nozzles.
- » **Goyen Mecair Dust Filter Cleaning Systems**
The range includes: Dust Collector Diaphragm Valves (Pulse Jet Valves), Electronic Control Systems, Venturis and Nozzles.



Knowing the business

Strong family values permeate the PPH business with greater involvement in the day to day management by Josh and Joyce’s son. Says son Algie “The success of the business has been down to a steady growth over the years and although only 13 members strong our reputation and relationship with other players in the industry has stood us in good stead.

“Our workshop services provide cylinder assembly, repairs and testing, building pneumatic and electro-pneumatic control panels to customer specifications, building hydraulic power packs, servicing and repairs to all types of pneumatic and hydraulic equipment and testing. On-site services include pipe installations, whether pneumatic or hydraulic which includes testing, servicing and fault finding” he explained.

“Often we see customers who just need advice as to how to overcome a particular fault or problem, and we are happy to advise them and suggest an economical solution. Many of them have been elsewhere first or been sold cheap components from the East which failed. We don’t handle those kinds of imports which have unfortunately flooded the market, often creating very unhappy customers. Those who buy on price alone usually get what they paid for!

“Many of our staff members have been with us since the beginning and are loyal and trusted individuals who care for the business as much as they care for themselves. This attitude is very unusual to find in today’s climate of making a fast buck and expecting something for nothing” said Algie. “We are very customer centric and always endeavour to uphold the company’s motto; **WE ARE THERE FOR YOU.**

And the recipe for the future?

“Don’t fix it if it ain’t broke is a phrase that comes to mind and honesty and integrity have stood us in good stead. I don’t see us deviating too much from the trusted formula of our current business model. By keeping a finger on the pulse, our growth will follow that of the industries we serve. Our fundamentals are sound and we have excellent agency agreements and satisfied principals who provide us access with their latest technology and cutting edge products, which keeps our customers happy” he said.

“To maintain our biggest asset – service – we need to ensure we have the people to provide it. That’s why we look for people with an interest and a passion for pneumatics and hydraulics, train them and enhance their skills” he concluded.



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Mobile water units to ease pressure on ailing municipal infrastructure

RUSSIAN energy giant Rosatom has introduced its mobile water treatment and desalination units to the South African market.

South Africa is considered to be a water scarce country with an average rainfall of 450 mm per year, which is almost half the global average of 870 mm per year, making South Africa the world's 30th driest country.

While it is estimated that close to 90% of South African households can access piped water, most of these households don't have water running directly into their homes. The global Covid-19 pandemic is further highlighting the country's clean water shortages as people require better access to clean water for sanitary purposes.

According to Ryan

Collyer, the Acting CEO of Rosatom Central and Southern Africa, the company aims to bring their mobile water treatment solutions which are designed and produced by Rosatom subsidiary JSC "Science and Innovations" into South Africa as an intermediate solution for urban and rural areas that don't currently have access to clean water or are experiencing water disruptions due to failed infrastructure.

The company offers various technologies for the treatment of water and has a vast amount of experience in water treatment and desalination. The UMKWA mobile water treatment solution is a fully containerized system that is mounted to the back of a standard one ton pickup truck. The units which are



produced in Russia can be deployed to South African customers in a very short period of time to help solve the current issues.

"They can be used along rivers, dams or even the ocean. Clean water can then be distributed at the site of treatment or can be

transported by tanker and distributed to nearby residents. The units can also add much needed support to ailing municipal water treatment facilities. We also offer larger containerized solutions which may replace existing outdated facilities", high-

lighted Collyer.

The UMKWA units which are able to reliably treat one ton of water per hour can be configured to handle various water conditions including sea water desalination and are therefore very well suited to drought stricken coastal areas.

The units require very little set up and can be operational within six minutes, and only require one operator per unit.

The units require no additional chemicals and make use of state of the art UV disinfection and low pressure reverse osmosis to treat the water and thereby meet all World Health Organisation standards. The units require a 5 kW power source and come standard with a petrol generator; however they can be powered by solar or can be connected to a municipal power point.

UMKWA units require very little maintenance, make use of standardized filters and come with an optional maintenance support programme. The units are perfect for various applications including construction

sites, mines, hotels and lodges in isolated areas, hospitals and clinics as well as for municipalities and rural development programmes.

"Rosatom Central and Southern Africa saw the immediate need for short term water treatment solutions in the region and we therefore decided to fast track the introduction of our mobile water treatment units into South Africa," continued Collyer. "The aim is to distribute these units across the continent to give people access to clean water to improve living standards and in the hope that it will help curb the spread of the coronavirus as well as prevent the spread of water borne diseases such as cholera which sadly still claims the lives of thousands in Africa each year."

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Peristaltic pumps now feature EtherNet/IP™ control

THE range of 530, 630 and 730 peristaltic pumps from Watson-Marlow Fluid Technology Group (WMFTG) is now available with EtherNet/IP™ control. The availability of this increasingly popular, non-proprietary industrial network protocol provides pump users with access to fast, accurate performance data and seamless connectivity to modern PLC control systems and the IoT (Internet of Things).

Intelligent network control

Advances in digital technologies are changing the way manufacturing and process plants are controlled. EtherNet/IP™ is highly popular as it adapts the Common Industrial Protocol (CIP) to standard Ethernet, supporting easy network integration, and enabling more data sharing and diagnostics. In addition, real-time communication makes processes secure and flexible.

EtherNet/IP™ is supported by a wide range of automation and industrial process solution providers. The protocol offers all the benefits of modern digital networks, such as enhanced process control, lower running costs and minimised downtime. As a result, pump users no longer need digital gateways or expensive PLC interface cards, and can enjoy reductions in system cost, footprint and complexity.

EtherNet/IP™ enabled Watson-Marlow pumps are fully compatible with advanced, distributed control systems and leading brands of PLC, including Rockwell Automation, Emerson (Delta-V) and Schneider. Set-up is quick and easy with an electronic datasheet and a Rockwell Automation 'add-on-profile' that provides simple network attribute tabs.

The pumps also include a direct interface to third-party pressure and flow sensors, which provides network

access to sensor data. Users can select from a list of industry leading sensor brands including Sonotech, Pendotech and Krohne.

Performance monitoring

A further advantage is that operators can set local limits on pump operation. This useful feature offers a simple, cost-effective solution for safeguarding process integrity by independently monitoring performance. The sensors can bring the pump to a safe stop should the pre-defined limits ever be exceeded.

Three Watson-Marlow models are offered in the series, the 530En, 630En and 730En, providing different flow rates (up to 55 l/min), operating pressures and speed control ranges to suit almost all industrial and process applications. IP66 ingress protection rating is available for wash-down environments. In addition, the pumps come with a five-year warranty.

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- Electronic control unit**
- Long service life**
- Automation (only 1 person needed to operate the system)**
- Self-washing mechanical filter**

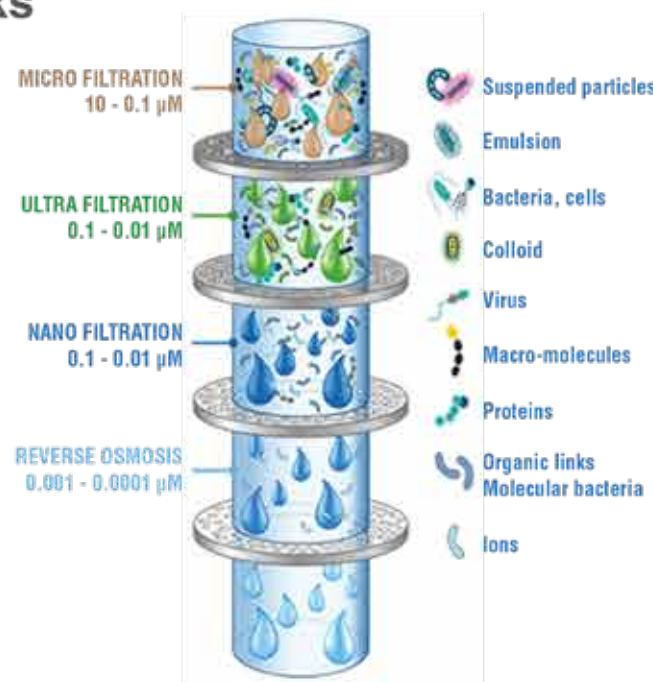
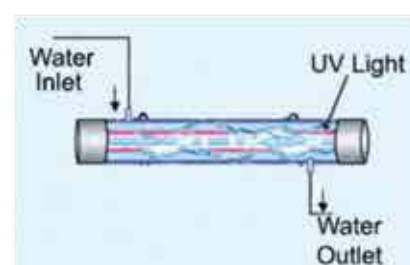


The installation capacity covers clean water demand for:

- 120 people /** for all household and personal needs per day (200 liters)
- 5 000 people /** for drinking and cooking needs per day (5 liters)

How Solution Works

1. Mechanical purification
2. Aeration
3. Ultrafiltration
4. Inhibiting action
5. Low-pressure reverse osmosis
6. UV disinfection
7. Mineralization



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A respiratory protection programme: seven key elements



WHETHER you have an existing respiratory protection programme or are developing one for the first time, the fundamental goal is the same: to protect workers from harmful atmospheres as part of a hierarchy of controls within their workplace.

Written Standard Operating Procedures

Having guidelines, procedures, standards, and best practices is

one thing—documenting them is another. Careful documentation is vital because it helps ensure the programme includes all required and relevant elements, detailing the particulars so that others can understand and be accountable for them. Further, according to OSHA, a written respiratory protection programme is required because it helps employers, employees, and compliance officers gauge the adequacy and effectiveness of the programme.

Assessment of Respiratory Hazards

You cannot counteract a hazard if you don't know it exists. As part of a respiratory protection programme, employers should evaluate respiratory hazards in the workplace, including use factors, personal exposure monitoring, and particulate concentration levels. Performing a simple calculation of worst-case exposures and factoring the results in with workplace size, ventilation, operation type, and worker proximity to emission source, can yield critical information for choosing the correct type and level of respiratory protection for the job.

Control of Respiratory Hazards

When possible, controlling contaminants at the outset is an effective way to reduce hazards and improve worker safety. But that requires an honest evaluation of relevant processes and equipment, as well as plant design. In order to determine if engineering controls can reduce or eliminate exposure,

employers should ask themselves such questions as, "Can we isolate or encapsulate the process?" "Are there other, less toxic materials or substances that can be used?" "Would the addition of exhaust ventilation, filters, or scrubbers help control effluents?" Sometimes it's not practical for processes to be altered or substances to be eliminated. In such cases, it's important for employers to choose proper respiratory protective devices.

Selection of Appropriate Respirator Types

Respirators fall under two classifications: air-purifying and air-supplied. Air-Purifying Respirators (APRs) range from simple disposable cup masks to low-maintenance half-mask facepieces with cartridges and/or filters to the more complex PAPRs with full-facepieces or hoods. Supplied-Air Respirators (SARs), comprise airline respirators, SCBA, and combination (supplied-air) respirators. Which to use depends

on the workplace, the wearer, the hazards, and the particulates—which means that other than being NIOSH-approved, there is no one-size-fits-all solution.

Planned Instruction and Training

Employers are required to instruct all workers who use respiratory protection equipment on which devices are suitable for the application, as well as each device's capabilities and limitations. Workers also must be trained on the actual use of the respiratory protection equipment. And, according to OSHA, each wearer must be fit-tested for any half or full face-mask using an eight-point quantitative fit test.

Care and Maintenance of Respiratory Equipment

A meticulous maintenance programme goes a long way toward the success of a sound respiratory protection programme. What does that look like? Inspecting equipment before

and after each use, and recording the date of all inspections. While the OSHA standard requires employers to provide users with a respirator that is "clean, sanitary, and in good working order," OSHA also permits employers to tailor the maintenance programme as long as it includes: cleaning and disinfecting procedures, proper storage, defect and leak check inspections, and repair methods. OSHA also recommends that employers consult manufacturer instructions for inspection, cleaning, and maintenance to ensure that the respirator "remains as effective as when it was new."

Medical Surveillance and User Evaluation

Wearing proper respiratory protection can help protect the worker. But, as OSHA points out, it also can "place a physiological burden on employees that varies with the type of respirator worn, the job and workplace conditions in which the respirator is used, and the medical status of the employee." For

this reason, OSHA charges employers with the responsibility of ensuring that employees are medically fit to withstand the physical and psychological stresses imposed by the respirator, the job, and the workplace conditions. As such, employers should include both medical evaluation and ongoing medical surveillance as part of their written respiratory protection programme.

Learn more about these key respiratory protection programme elements as well as additional guidance about respirator types and choosing the equipment you need with MSA's *Key Elements of a Sound Respiratory Protection Programme*.

This guide includes:

- When and why respirators are needed
- How respirators work
- What respirators can (and can't) do
- OSHA's Assigned Protection Factors table
- And much more ...

Information supplied by MSA.



Locally-manufactured PPE equipment for enhanced safety

CONCEPTAINER - specialists in the design and manufacture of packaging and material handling systems - has responded to the Government's call for assistance during the COVID-19 pandemic and now supplies a full range of personal protection equipment (PPE) to enhance safety in the workplace.

"The company's range of locally-manufactured PPE encompasses non-medical facemasks, ambidextrous gloves, face shields, disposable coveralls and hand and surface sanitisers, including sanitiser fogger cans for offices and classrooms. All these products meet stringent quality spec-

ifications for safe use in various sectors," explains Ian Gallie, sales manager, Conceptainer. "In line with it now being mandatory for everyone to wear a facemask in the workplace and in public areas, we supply washable 3-ply fabric facemasks, designed to offer protection against the

Protective 3-ply surgical-style face masks for civilian use are produced from Spun-Bond 25 micron spandex materials.

highly infectious the COVID-19 virus."

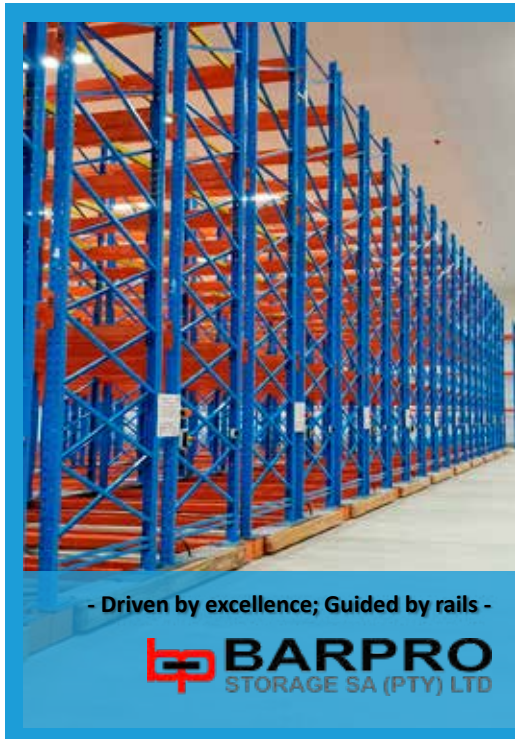
Protective 3-ply surgical-style face masks for civilian use are produced from Spun-Bond 25 micron spandex materials. The white polypropylene material is cotton-stitched with lightweight, elasticated straps. These face-coverings have a close-fitting design which provides comfort during extended periods of use. Conceptainer's re-usable, non-medical facemasks are available in packs of 40.

Powder-free, non-latex gloves, with a dependable biological barrier, offer good resilience when stretched, to fit all hand sizes. These disposable gloves are designed for single use

and are available in boxes of 50 units.

Disposable coveralls provide the same degree of protection as standard washable coveralls, without the need to decontaminate them after use. These protective coverings, which are quick and easy to put on and take off, are manufactured in all sizes. For optimum protection, they are fitted with a hood, elasticated wrists and ankles and a zip fastening.

Conceptainer's hand and arm sanitisers contain 70% by volume denatured alcohol, which is certified to eliminate over 99.7% of micro-organisms. These no-rinse sanitisers have a refreshing scent, are available from 50 ml bottles to 1 000 litre containers.



Barpro Storage SA (Pty) Ltd are mobile racking specialists that has completed over 280 mobile racking installations in Southern Africa, Mauritius & Australia. Barpro Storage has approximately 25 years' experience in ambient, cold, & freezer storage applications.

Branches in Cape Town and Johannesburg service clients in all areas offering Mobiles, Shuttle and fixed storage solutions.

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SAVE R100

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- All pricing excludes VAT.
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- The draw will take place on 1 September 2020.
- The winner will be required to collect their prize at the nearest branch.
- The prize is not transferrable into cash.

- Free delivery is applicable to addresses within a 30km radius of the nearest Pienaar Bros branch. Distances beyond 30km may attract a delivery fee.
- The winner agrees to have their photo taken and the photo to be used in any Pienaar Bros or Bova Safety Wear marketing material.
- The judges' decision is final and no correspondence will be entered into.
- Errors and Omissions Apply.

Saldanha laboratory contract renewed

FLSMIDTH has had its Operate and Maintain (O&M) contract at the Saldanha Iron Ore Terminal on South Africa's West Coast renewed for another three years.

The company has successfully operated the quality control laboratory at Saldanha – Africa's largest iron ore export facility – for the past eight years, according to Martin Matthysen, Director, SPA (sampling, preparation and analysis), Sub Saharan African and Middle East at FLSmidth.

"An average of approximately 8 500

tons of iron ore per hour pass by conveyor from the rail head to the ship during loading," says Matthysen. "Our automated laboratory located above the conveyor must sample and test from this ore stream, delivering accurate and precise data timeously to stakeholders."

He says the automated system installed by FLSmidth for a leading iron ore producer takes a representative sample of the ore and processes it though the laboratory with minimal human intervention. It is the only laboratory with

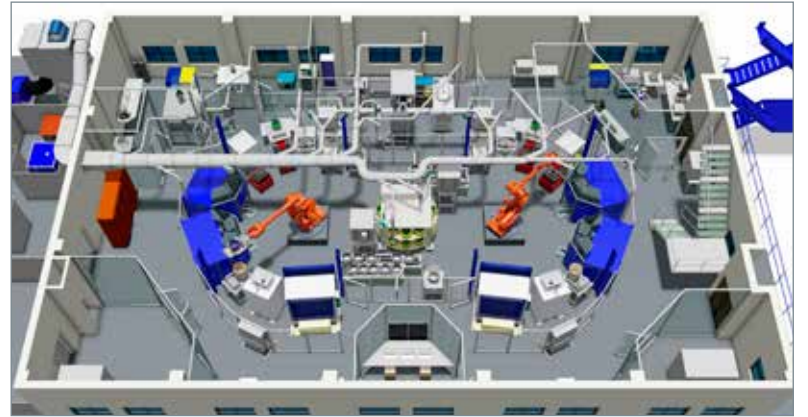
ISO 17025 accreditation for the iron ore sector, complying with standards ISO 9516 for chemical analysis, ISO 4701 for particle size determination, ISO 3087 for moisture analysis, ISO 11536 for loss of ignition analysis and ISO3082 for sampling.

"Operational quality and stringent standards are vital in this process, as both the seller and the buyer of the ore must be confident that test results on the shipment are accurate and precise," he says. "The laboratory analyses the material's chemical com-

position, particle size, moisture content and loss of ignition levels – as these indicators all impact on the final price of the product."

The accuracy of results is further checked by participating in a proficiency testing scheme as well as 'round robin' analysis – in which samples are verified by laboratories selected by end-customers elsewhere in the country and world.

"We are pleased to have delivered exemplary past performance at Saldanha, in service of our client's best interests and



The world's first sampling and robotic facility to straddle the ship loading conveyors.

efficient operation," he says. "Our ongoing focus on quality has also ensured that we remain compliant

with all-important ISO standards in our daily processes."

He adds that the automated labora-

tory's ability to deliver reliable and accurate results as quickly as it does, is also a vital benefit to the client.



Each machine features a telescopic boom to enable it to service pumps in separate but adjacent bays.

Cranes feature telescopic booms

TELESCOPIC cranes from Condra will soon be helping a South African chemicals company to produce alcohol in very large volumes for hand sanitiser to combat the spread of Covid-19.

Recently tested and soon to be delivered, the double-girder cranes with underslung K-Series hoists were ordered to replace a competitor's machines used for pump maintenance.

They are of complex design, each featuring a telescopic boom to enable a single crane to service pumps in separate but adjacent bays.

The boom will extend into position over the adjacent bay, allowing the retrieval of pumps to the principal workshop area for attention by the crane after the boom has retracted.

Condra's order is for nine identical units, replacing eight machines from rival

firms and one of its own hoists, all nine being originally supplied in 1987.

Condra won the replacement order because the customer considered Condra's machine to have performed the best over the past 33 years.

The new cranes are double-girder underslung machines with underslung crabs. A foot-mounted hoist on each crane moves between two girders

arranged as an extendable boom beneath the main frame.

A Condra spokesman explained that the Condra design made use of an intricate arrangement of limit switches to prevent any possibility of long travel while the boom is extended. Travelling with an extended boom would damage the building, the spokesman explained.

To achieve the most compact possible

"The main and telescopic sections are independently mobile..."

machine dimensions, Condra used KSeries hoists foot-mounted on underslung crabs, lifted up and between the two girders along which they travel.

Variable-speed drives have been fitted to achieve speeds of up to 4,5 m/min on the lift, 20,2 m/min on the cross travel, and 30,7 m/min on the long travel.

The variable-speed drives will deliver improved productivity. Only two-speed operation was available on the machines being replaced.

Travel on the telescopic boom will be 4,3 metres per minute.

"From an engineering point of view, we found these machines very interesting to design and make because of the telescopic capability," said Condra's spokesman.

"The main and telescopic sections are independently mobile, and designed in such a way that long-travel movement will automatically halt if the telescopic unit is near a column.

"The design is also extremely compact to maximise lift height. Optimised safety and reduced maintenance were incorporated throughout this design," the spokesman concluded.

For more information visit: www.condra.co.za





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Innovative rope design improves vessel mooring safety

MAERSK will begin implementation of an innovation called Snap Back Arrestor (SBA) ropes on the mooring lines used to hold vessels in place while docked in port for loading and unloading. Mooring is one of the most dangerous aspects of port and vessel operations. When a mooring rope holding a docked vessel snaps, the abrupt energy release can cause the rope to whip across the dock and ship at a speed of almost 800 km/h or more than twice the speed of a NASCAR level race car.

Working closely with suppliers to solve this



industry challenge – Maersk chose a Norwegian-based manufacturer called TIMM ROPES who offered new mooring rope technology which features a special core that elongates more than

the surrounding rope, acting to absorb and dampen the tremendous energy released when mooring ropes break while under strain. As a result, instead of snapping back in unpredictable

ways at great speed, a broken SBA rope will simply drop to the ground. The new ropes are also coloured with a Maersk blue colour stripe, making it easier for operators to spot any damage or twists

in the rope that could affect breakage. This is another important visual feature developed to enhance the safety of people working in our industry.

Taking safety from the laboratory to the fleet Once the SBA concept was verified by snap tests at the TIMM ROPES manufacturing facility, several Maersk vessels were enrolled in a nine month pilot project in 2019 to ensure the rope's operational conditions, alongside traditional mooring ropes, using vessels of various sizes. Collaboration with TIMM ROPES, a supplier to the industry since the

18th century, ensured the standardization of the new SBA mooring rope sizes and compatibility with existing mooring designs.

“This SBA rope technology embraces one of the fundamental elements of our “Safety Differently approach, by building in capacity to safeguard people” said Aslak Ross, Maersk’s Head of Marine Standards.

Each year Maersk buys and replaces some 1,000 mooring ropes – an annual expense of nearly USD 2 million. Traditional mooring ropes have a five-year lifespan and Maersk will be implementing an exchange pro-

gram in which their current, high quality mooring ropes will be replaced at the end of their lifecycle with SBA enhanced ropes at a pace which also reflects the supply and availability. Full fleet implementation of the new SBA ropes is planned to be completed within five years.

“This new technology and innovative approach enables us to safely transform the mooring rope approach in our industry and help lead by example to protect our seafarer community and our dockworkers ashore,” added Mr. Ross.

Big boost for Namibian bunkering

ENGEN has enhanced bunkering supply in Namibia by acquiring the exclusive services of a 2000 MT Barge, which will be made available to rigs, support services and offshore passing vessels lying at anchorage, for the bunkering of Gasoil (10 ppm and 500 ppm) at the ports of Walvis Bay and Lüderitz.

Managing Director of Engen in Namibia, Christian Li, says the company is a firm supporter of Nampor’s vision to attract increased cargo to the Port of Walvis Bay and position the Walvis Bay Corridor as a natural gateway for international trade, by offering direct access to principal shipping routes.

“The service of the Barge MT Sarah is a first for Namibia and a welcome addition to bunkering operations as it will help to decongest berths, offer a much-needed alternative to pipelines and truck delivery, and create much-needed employment,” adds Li.

The Port of Walvis Bay is situated on Africa’s south-western coast, and as such, is a convenient and fast transit route, connecting southern Africa, Europe, Asia and the Americas.

Located further south, the Port of Lüderitz, caters for Namibia’s southern regions and provides access to South African markets in the

Northern Cape.

“Our bunkering service will enhance both port’s service offering, by attracting increased cargo into Southern Africa, which in turn will boost Namibia’s economy and create direct and indirect jobs.”

With many vessels already visiting the ports of Walvis Bay and Lüderitz annually, many more vessels pass without calling into port.

“The introduction of the barge will give Namibia both inshore and offshore, flexible, reliable and efficient supply options.

“This service will not only allow Engen Namibia to offer more effective bunkering facilities but will also

boost the industry as a whole, as Barge MT Sarah is at the disposal of all stakeholders.”

The Barge MT Sarah is 77.4 m long and 10.6 m wide and has a gross tonnage of 1 372 tons and a deadweight of 1 975 tons. Pumping capacity is 200 m³/h.



CT terminals operational



THE Cape Town Container Terminal (CTCT) and the Cape Town Multi-Purpose Terminal remain operational despite the increasing number of positive COVID-19 cases in the Western Cape. These terminals have been moving import and export cargo since Level 5. Acting Terminal Manager Oscar Borchards said, “As a

responsible employer vested in the health and safety of our employees, we continue to ensure adherence to all health protocols to ensure the wellbeing of those waking up daily to serve South Africa.

“Despite allowing periods of self-quarantine while awaiting results, the loading and offloading of cargo continues. The terminals have

maintained communication with all its’ customers since the beginning of the national lockdown and will continue to engage them on day-to-day matters.

“We continue to monitor on a daily basis shift performance as well as compliance to standard COVID -19 preventative measures that the terminals have put in place” he said.

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Modified loaders for coal handling



The SANY SYL956s were specially modified for this application with 4.6 cubic metre coal buckets.

ASANTE DINOKO, a company providing a comprehensive range of engineering and environmental services has taken delivery of four SANY SYL956 front-end loaders from Goscor Earthmoving (GEM).

The front-end loaders will be deployed for

coal-stockpile management at various power stations for electricity utility Eskom. The SANY SYL956s were specially modified for this application with 4.6 m³ coal buckets, as opposed to the standard 3 m³ bucket, with the entire order delivered successfully at the

end May, SANY Operations Manager Murray Leith reports.

Apart from competitive pricing and low operating costs, GEM is able to offer financing options from Goscor Finance.

This gives it a significant edge over its competitors in servicing its broad client base. "We have dedicated service technicians who are able to go out to site for the mandatory 250-hour service intervals. Thus we are able to provide a well-rounded package," Leith comments.

The SANY SYL956 front-end loaders feature a high efficiency Cummins Tier 3 QSL8.9 engine with multipoint fuel injection system which aids throttle response,

enhances fuel efficiency and reduces noise.

The customised Dana axis-shift transmission with electronic control system allows for automatic shifting. A forward/reverse handle and fingertip control ensures operator comfort and ease-of-use, while the combination of solenoid valves and logic control means smoother shifting and a quicker response.

The load-sensitive hydraulic system provides for a perfect balance between speed and power, resulting in a 10% to 15% energy saving. The high-pressure hydraulic system maximises displacement for a higher breakout and lifting force.

Safe tank handling of hazardous and non-hazardous substances

BLT WORLD's extensive range of handling equipment comprises a mobile container handling system that ensures the safe handling, transportation and storage of hazardous and non-hazardous substances.

"The secure handling of hazardous materials - that include chemicals, flammables, corrosives, plastics and fuels - is an important consideration for the materials handling industry," Ken Mouritzen, managing director, BLT WORLD. "The robust Mobicon system, which meets the requirements for hazardous materials handling, is designed to carefully take any size tank off the back of a truck and take it where it needs to go for safe storage.

"Users require flexible equipment that can efficiently manoeuvre in tight spots and safely move laden and empty tanks around the site and inside storage areas. This equipment should have low load ratios, to prevent damage to yards during operation.

"One of the biggest problems associated with container handling is the damage caused by heavy equipment to pavements and yards. The constant wear and tear of large forklifts and heavy equipment means companies have to incur on-going main-



The Mobicon mobile container handling system ensures the safe handling, transportation and storage of hazardous and non-hazardous substances.

tenance and costly repairs to yards and pavements."

The low centre of gravity of the Mobicon system enhances stability, preventing the machine from rolling over.

The two-tower design provides the flexibility to be able to operate on slightly sloping or uneven surfaces, as well as compacted gravel yards, bitumen or standard thickness concrete.

Another advantage of this container handler is that it requires very little maintenance, unlike conventional container equipment, where ongoing maintenance is necessary. Initial capital investment costs are also significantly lower.

The simple design of the low maintenance Mobicon unit includes an economical 45 kW diesel engine, coupled

to a hydrostatic system, for reduced fuel costs. Consumption is five litres an hour compared to up to 22 l/h for other machines.

Enhanced safety has been critical in the design of this system. The operator has a clear view of the working area and instead of staff having to work at a trailer height of 1,5 m, they are able to work safely at ground level.

The Mobicon, one of the lightest container handlers in the world, ensures improved productivity, faster handling times and reduced capital investment costs. Maintenance requirements are minimal and safety for workers, equipment and containers, is significantly improved.

The company offers a technical advisory, parts and support service throughout the country.

Pallet-free bulk bags handle dry, loose and bulk materials

TELLAP pallet-free bulk bags have been developed in South Africa for safe and efficient packaging and transport of dry, loose and bulk products - including high-value minerals in the mining sector.

"TELLAP, which offers cost savings, ease of use and enhanced safety for workers, also ensures optimum protection of the goods being transported," explains Ken Mouritzen, director, TELLAP. "This environmentally-sustainable system has been developed in response to demand from industry for a lightweight packaging and transport system that not only minimises product contamination and damage, but also adheres to stringent safety and environmental regulations in the global supply chain.

"Robust TELLAP pallet-free bulk bags, which are manufactured from 100% recyclable polypropylene, consist of a proprietary bulk bag and two strong plastic sleeves that are integrated into the base of the bag to replace the conventional wooden pallet. This design allows a standard forklift truck to safely raise the bag from the base, with no requirement for special handling equipment.

"What's also notable is a regular wooden pallet can weigh up to 23 kg, while the compact TELLAP system weighs less than 2.3 kg. "This patented packaging system uses the space between the sleeves to increase bag volume by up to 10%. TELLAP optimises



The TELLAP pallet-free bulk bag system ensures efficient, secure packaging, storage and transportation of dry, loose and bulk products, including minerals, food commodities, resins and pharmaceuticals.

container volume for lightweight minerals, like graphite or carbon, by increasing bag volume, thereby reducing transport costs per metric ton. As an example, where users ship 20 bags of heavy product on traditional wooden pallets, they will be transporting approximately 400 kg of dead weight, while 20 pairs of TELLAP sleeves weigh only 46 kg. This means users are able to transport more product at no additional cost, reducing transport costs per metric ton, while reducing the number of bags, trucks and containers."

To check on individual transport savings that can be achieved by using this system, TELLAP has a calculator available online <http://telloap-bags.com/why-telloap/telloap-calculator/>

TELLAP bags can be stacked securely two high in a container or four high in a warehouse and are loaded and unloaded by a single forklift operator. Unlike conventional wooden pallets, which can be unstable and move during shipment,

pallets.

This system can be customised to enhance efficiency and productivity in specific mineral handling requirements, with the implementation of spouts, liners, baffles and printing.

TELLAP bulk bags, which are manufactured to international quality, safety and environmental standards, are independently tested to meet stringent performance requirements for non-dangerous goods contained in flexible intermediate bulk containers (FIBC).

In the handling of various minerals - including graphite, phosphates, carbon and nickel - TELLAP optimises container volume and ensures swift and efficient loading and unloading, while maintaining the integrity of the product during transportation.

The TELLAP pallet-free system also ensures efficient, secure and hygienic packaging, storage and transportation of other dry, loose and bulk products, like food commodities and ingredients, pharmaceuticals and petrochemicals.

CAPE Business News

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MANUAL CHAIN BLOCKS AND
LEVER BLOCKS

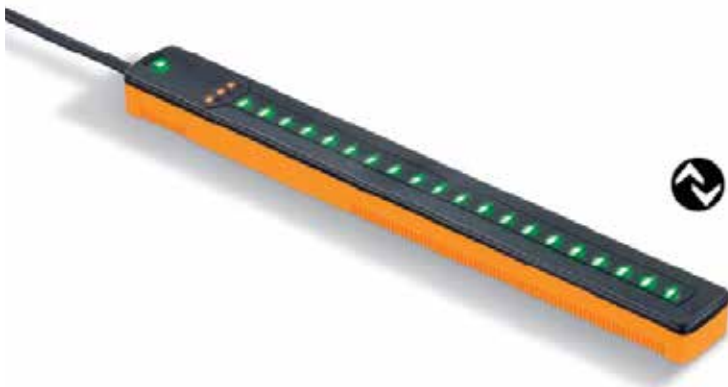


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KQ10 for continuous range monitoring of point levels



Continuous monitoring of empty and overflow condition

The KQ10 for range monitoring can “see” through all non-metallic walls, to detect granulates or liquids without contact. Therefore, no maintenance is required. Process values of 0...100 % can continuously be transferred via IO-Link over the entire length of 250 mm without dead band. 20 LEDs display the real level inside the vessel directly at the sensor.

If several KQ10 units are combined, the detection zone can be increased accordingly.

Three switch points with just one sensor

Up to three point levels can be monitored with just one sensor where normally three sensors would be needed – and this at the same time with continuous range monitoring. Switch points and other functions such as NC / NO, hysteresis or orientation and detection zone of the sensor can be set.

Point level and continuous level monitoring

As opposed to the conventional solution with two point level sensors each at the lower (empty) and upper end (overflow) of the tank, one single KQ10 comes with three switch points to indicate empty, full and overflow condition. This reduces the number of sensors and installation complexity. Moreover, it continuously measures levels in ranges of 250 mm and provides these, in

addition to the switching states, as a percentage value via IO-Link. Slight deposits on the inner walls of the tank do not impair the level detection, and they can be signalled via the switching output or IO-Link if the threshold is exceeded. This permanent condition monitoring prevents unplanned production downtime.

For more information contact: *ifm South Africa* - www.ifm.com
E-mail: info.za@ifm.com

Expansion of in-house engineering team



Booyco Electronics' three main product lines - CWS, CXS and PDS - receive constant attention and improvement.

AT the forefront of technological innovation in collision avoidance systems (CAS),

Booyco Electronics is investing heavily in its expertise by actively growing its engineering

department in the coming months. “As the standards governing collision

avoidance in the mining industry become more stringent, the technologies serving this need are evolving rapidly as well,” says Pieter Wolfaardt, Booyco's chief operations officer.

While engineering designs around Booyco products are often customised to meet specific customer and site applications, these are fully aligned with all legislative requirements for the South African mining industry including SANS Codes. The Booyco product range also conforms to the guidelines laid down by the Earth Moving Equipment Safety Round Table (EMESRT). “It is our engineer-

ing team that develops the product offerings for our customers' requirements, and the development process never ends,” he says. “They are involved in research and development, extensive testing, and ongoing upgrades.”

Wolfaardt highlights that the company is looking ahead to the kinds of technologies that will be required by 2025, and is aligning itself with that vision. All three of the company's main product lines – CWS, CXS and PDS – are receiving constant attention and improvement.

Among the most important recent technical achievements has been a ‘scalable’ design

that suits a wide range of customer requirements without them having to change hardware on the equipment. Rather, the firmware or the software can be updated on a continuous basis.

“Our increased engineering capacity will support customers who are still getting to grips with changing CAS requirements, especially those mines who are new to CAS,” he says. “Customers often request that our systems to be tested on their trackless mining machinery as they seek the optimal solution. With our increased capacity in the engineering department we can offer a highly

systematic and professional service in terms of technology integration and on-site testing.”

The substantial current team of 18 engineers, artisans and technicians will grow to over 30 in the near future. Key qualifications in the department include electronics engineers as well as BTech degrees and National Diplomas, with qualified technicians undertaking most of the testing functions.

“Mining experience is also important in our team, as this improves the way we design and integrate systems for the real working environment in mines,” Wolfaardt concludes.

HMI's improve operations and maintenance collaboration



MAYANK MEHTA, machine automation solutions leader at Emerson Middle East & Africa, explains how mobile HMIs are empowering the ongoing convergence of operations and maintenance.

Traditional manufacturing plants have control rooms staffed by operators, who monitor the status of systems and equipment, issue commands and address alerts. Most sites also have maintenance personnel to respond to issues on the plant floor, take appropriate actions and report results to operations personnel. It is essential that operators and maintenance

engineers work together to resolve issues quickly, before they affect plant performance. However, coordinating actions between these departments can be challenging.

A modern approach is needed, with personnel performing dual roles (maintenance and operator) with some overlapping of responsibilities. Supporting this are the latest mobile and handheld human machine interface (HMI) technologies that empower collaboration between operations and maintenance personnel, thereby improving operating efficiency.

Static HMIs

Control room operators usually work at fixed PC-based HMIs, although there may often be other HMI devices on the plant floor. These are typically installed on or near a specific machine or piece of equipment and offer limited functionality. When operators receive an alert or identify an issue, they often need to contact a member of the maintenance department, who will go into the field to resolve the problem. The operator will remain at their workstation, perhaps communicating with maintenance personnel via radio. This

is a tried and trusted approach but introduces delays and can lead to errors.

IT/OT convergence

The convergence of information technologies (IT) with plant floor operational technologies (OT) increases as IT-based hardware, software, networking and protocols become integrated and more compatible with OT hardware, such as PLCs and HMIs. Convergence is also taking place within the production area, in relation to the roles of operators and maintenance personnel and is made possible by greater IT/OT convergence.

This convergence has brought a wide range of advanced mobile HMIs to the market, and two key requirements of these devices are durability and performance. Standard mobile phones can be used for some HMI functions, often permitting employees to access read-only data. Other applications require site-specific or industrially hardened tablets, which can be

configured to permit both monitoring and control activities. The result is that operators are no longer tied to the control room, and more information is available to maintenance personnel on the plant floor or in the field. An employee with a converged operations/maintenance role can now identify a problem, go to the device or equipment, troubleshoot and resolve the issue.

Extended HMI capabilities

For some applications a fixed HMI may still be required, but many will benefit from the introduction of mobile HMIs. An example would be adjusting a setpoint and observing its effect. If the operator requires support from maintenance personnel, they can be contacted via the mobile HMI and collaboration can take place to troubleshoot the problem. Fixed and mobile HMIs can also enable maintenance personnel to perform some operator tasks, such as reacting to alarms.

Other technolo-

gies, resulting from IT/OT convergence, have helped to improve mobile HMIs. An example is the latest OT controllers, which not only include traditional programmable logic controller (PLC) control, but now feature PC-like computing abilities. Advanced processing, such as real-time analytics, can now be provided by the PLC, without any disruption to the basic automation functions. The latest PLCs can even serve graphics directly to mobile devices.

Food and beverage applications

Food and beverage production facilities have a distributed mix of equipment that can benefit from the implementation of mobile HMIs. The different sections of the plant – such as storage, processing, blending, filling and bottling – use equipment and systems that are predominantly standalone. However, the disparate systems may connect to an HMI application in a central control room. Should an issue arise,

such as a bottling line backlog, it can be difficult to determine the root cause from the control room. An operator or maintenance person will likely inspect the production line or machine to discover what is wrong.

Using mobile HMIs, operators and maintenance personnel can correlate the HMI-supplied information with the actual situation they see in front of them. Operators can determine if a production stoppage is due to a simple blockage of bottles that they can correct or if the problem is more serious and requires maintenance support. Maintenance personnel can use the information delivered by their mobile HMIs to work more efficiently, with the time between recognising and resolving problems being minimised.

Further information is available from: *Devesh Roopnarain, Area Director – Southern Africa, Emerson Automation Solutions. Email: Devesh.Roopnarain@Emerson.com*

Automatic Print Inspection System “gets the message”

SICK Automation, in collaboration with AutoCoding Systems, has introduced a fully automated, smart vision inspection system for printed coding and marking on food, pharmaceutical and general consumer goods packaging.

The 4Sight Automatic Print Inspection System achieves significant savings in day-to-day production stoppages for producers by delivering an error-proof, high-speed inspection system for printed codes such as dates, batch and line numbers.

This breakthrough innovation, achieved with the AutoCoding 4Sight software operating a SICK InspectorP 2D vision camera, enables direct closed-loop communication of the printed message from any brand of printer using standard inkjet, laser or thermal transfer technologies.

High-speed inspection system for printed codes

The innovation of a direct communication notion removes the costly ‘nuisance stops’ and saves production time, compared to conventional vision systems. As conventional systems take time in learning thousands of images and fonts as well as the surrounding packaging design context, there is a lengthy process before production inspections can take place.

The system is one of the first to be developed using SICK’s AppSpace eco-system. “With the power of the SICK

AppSpace development environment, we were able to draw on the strengths of AutoCoding to think about print inspection systems in a completely new way,” explains Mike Hughes, Managing Director of AutoCoding Systems. “The result is a directly-networked connection between the printer and the 2D vision cam-

era, coupled with the 4Sight software’s unique ability to self-optimize the code inspection process.”

As the artificial intelligence is already pre-trained in the application, the AutoCoding system knows exactly the printed message it is looking for. This means the system adjusts automatically when the

printer changes to a new job.

‘Good read, bad read or no read’, per product

The 4Sight software is able to simultaneously check whether the printed code is correct, present and legible, whilst users have the flexibility to define what is recognised as a

‘good read, bad read or no read’ on a per product basis. Driven by the SICK AppSpace, on board the high-resolution SICK InspectorP 2D vision camera, the application makes warrants no lineside PC.

The application requires zero font-teaching, alongside configuration features, regions of interest on the pack-

aging, or even fixturing against an edge / logo. A simple, user-guided, self-set up process configures the optimal camera settings per customers’ needs.

Processing inspection images with extremely short cycle times

Enabled by the high-resolution and processing

power of SICK vision technology, the solution is capable of processing inspection images with extremely short cycle times. It can operate in high line speed applications such as bottling and canning lines.

The 4Sight system claims high-performance, dependability, fully automated, and easy to setup and use.

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Distribution partnership extended

RS Components (RS), the trading brand of Electrocomponents plc, a global omni-channel solutions partner for industrial customers and suppliers, has announced a partnership with Rockwell Automation, a global leader in industrial automation and digital transformation. RS is now authorised to supply Rockwell Automation products into Africa and Russia, including its Allen-Bradley and Allen Bradley Guardmaster® brands.

The Rockwell portfolio offered by RS extends across a vast range of automation and control products designed to improve manufacturing processes, from design and installation to operation and maintenance.

Warehousing on the edge: 9 new warehouse technologies

WAREHOUSING is in the midst of a tech-driven revolution as companies race to identify and adopt emerging technologies that cut costs, optimize operations and improve overall supply chain efficiency. In some of the largest economies and companies, warehouse drones and robots already have been employed.

It's not just logistics giants who are adopting innovative tech-based solutions. With the cost of automation falling, increasing numbers of SMEs and startups are investing in these efficient technologies. The top nine technologies shaking up the traditional warehousing scene:

1. Drones

Small manoeuvrable drones are appearing in warehouses as companies around the world seek to automate inventory and asset management. With stock stored up

to ceilings as high as 12 meters in many warehouses, hard-to-reach barcodes have traditionally meant hours of labour using equipment such as forklifts and ladders. Scanner-carrying drones increase speed and accuracy by navigating warehouse shelves and taking automatic registry of stock. RFID tags can be read and located through cameras from a distance of 10m. Still needed are advancements that allow numerous drones to navigate tight spaces without colliding.

2. Robots

Robots are a game changer. They are programmed to guide themselves and to pick and pack orders into waiting carts or trucks. Some warehouses have already made the shift to full automation through use of robots. The distribution warehouse at online British supermarket Ocado uses thousands of robots



Image source: Getty Images

to pack groceries into individual boxes. The robots run on complex algorithms that teach them where to pick up inventory and guide them to the exact grocery bag to drop it into, all while making sure

that they don't collide as they roam around filling orders.

3. Better Batteries

Batteries might not seem directly linked to warehousing, but

they can power the machines that facilitate warehouse operations. So how can the latest innovations in battery technology advance warehousing?

Advancements in lithium-ion power cells have created impressive battery lives that can last up to ten years before needing to be replaced. Tesla's latest batteries focus on alternative and affordable energy sources, drawing on solar power and energy from nearby power grids. Just think how powerful, efficient and cost effective robots, electric forklifts and other warehouse machines could be if they utilized these battery technologies. Heating and cooling warehouse space can consume large amounts of energy, so using improved batteries to power these systems could also mean significant savings on this front.

4. 3D Printing

3D printing could shake-up the entire global supply chain by bringing manufacturing closer to consumers and other end users. Take the example of auto parts now made in Asia for vehicles assembled in Mexico and sold in the United States. Production of some parts is likely to move closer to the market to cut down on shipment times and costs. 3D printing could reduce costs associated with complex trade and customs red tape for vast amounts of goods, because they could just be printed on demand near their final destination.

5. Automated Guided Vehicles

Automated Guided Vehicles (AGVs) dif-

fer to robots because instead of operating more autonomously they follow guided routes around warehouses. A huge advantage of AGVs is that they replace forklift trucks, so it's not necessary to change the basic configuration of a warehouse. AGVs are also designed to come to a safe stop if they run into anything. This increases efficiency as AGVs can run continuously without breaks. AGVs are expected to become practical in even the smallest distribution center, such as those of SMEs, as their cost continues to decrease.

6. Cloud Technologies

As with other industries, cloud storage is revolutionizing the productivity of warehousing as the instantaneous and self-updating systems cut down maintenance, infrastructure and the labour costs associated with the upkeep of management systems. Cloud technologies are also user-friendly and can be used by all employees, leaving companies less vulnerable if highly-skilled tech workers move on.

7. On-demand Warehousing

The "uberization" of warehousing – on-demand warehousing – is an emerging way of buying warehousing services and space on a pay-per-use basis. This method of warehousing gives customers more choice and flexibility over location, cost and supplier, either as a complete substitute to owning warehouses, or as partial replacements when new ware-

ing locations become necessary. The biggest disadvantage logistics companies face when adopting on-demand warehousing is that they're exposed to fluctuating market rates for space, which is often overpriced in locations near ports, airports, rail spurs, major roads and urban centers.

8. Internet of Things

Internet of Things (IoT) technologies are not new on the logistics scene, and devices such as wearables, sensors and radio-frequency identification tags (RFID) are already used in many warehouses. By communicating relevant information to other IoT devices, the technologies reduce human error and the need for manual labour. Warehouse managers also get real-time visibility of order fulfilment, allowing them to process goods more efficiently.

Security concerns have blocked some of these advancements from reaching their potential, but a number of emerging technologies are being developed to enhance the safety of applying IoT sensor technology to large logistics operations. Microchips that allow more efficient encryption are one of the innovations that will ease security concerns about adopting the IoT in warehousing, and drastically increase efficiency in the future.

9. Composite Panel Technology

Clever developments in the construction and maintenance of warehouses are set to optimize insulation, air-tightness and durability through the use of new materials in composite panels. The latest panel technology can improve warehouse energy efficiency by around 20%. The cost and emission savings will be especially important in cold-storage facilities such as chilled and frozen food warehouses, where maintaining the correct temperature requires significant resource.

Composite panel technology is set to have global impact on the logistics supply chain: not only does it increase sustainability, it can also decrease warehouse build time and costs by one fifth.

Foresight provided by Agility.com



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How to avoid own-goals in the SA -v- Covid-19 re-match

Continued from back page

For that, Team SA will need very special players. Everyone knows who they are. They call themselves entrepreneurs. It's a French word. It describes someone who undertakes to make goods or supply services that the crowd wants – without having to be asked. They cannot be ordered to do it. Certainly not by Governments. What is particularly good about entrepreneurs is that they hire other people and pay them so they can afford to pay entrance fees to watch football games.

Entrepreneurs are special. They will only play on level playing fields and in games where the rules are clear, simple, and strictly applied by impartial referees.

They tolerate managers if they keep the field grassed and cut regularly; provide clean water, hot showers, clean toilets and

safe stadiums. However, if the managers impede their freedom to play the game, they will leave the field and go and play somewhere else.

A good thing about entrepreneurs is that they could not care less what colour, creed or language group makes up the crowd – or indeed the teams they play with.

Entrepreneurs are so valuable they can always find other fields to play on or other teams to join. That is why some grow quite rich. But they are worth it for they draw huge crowds and swell the gate takings that pay the players and the managers. They also love professional goalkeepers.

Yes, indeed, if the managers and administrators of Team-SA want to win the

Post Covid-19 re-match, they are going to have to create level playing fields a-plenty, stop interfering with how the game is played, and do everything they can to keep the entrepreneurs they already have in the team.

It is the only sure-fire way of keeping the crowd happy.

Right now, the crowd is unhappy. The team goal keeper is especially miserable. He dislikes playing against 19 rather than 11. The crowd have seen the team managers arguing among themselves trying to reach an impossible consensus that would mean re-writing the rules of the game -- even though none of them have ever actually played it themselves.

For the sake of the game, we need more entrepreneurs. It's that simple.

Storing CO2 beneath the sea

MAERSK Drilling is joining a new CO2 storage consortium formed by INEOS Oil & Gas Denmark and Wintershall Dea. The consortium is maturing one of the most progressed carbon capture and storage projects inside Danish jurisdiction and targets the development of CO2 storage capacity offshore Denmark based on reusing discontinued offshore oil and gas fields for permanent CO2 storage.

The project has received support from the Energy Technology Development and Demonstration Program (EUDP) via the Danish Energy Agency. As part of its commitment to the consortium, Maersk Drilling has pledged to contribute know-how and limited funding to the initial phases of the project.

The project aims at building infrastructure and capabilities that will enable CO2 captured in onshore facilities to be transported offshore for injection and storage beneath the seabed. The first phase of the project will be a feasibility study to validate reservoir compatibility, followed by a pilot to test CO2 injection. The Geological Survey of Denmark and Greenland (GEUS) will act as a research partner to the project, conducting specialised laboratory experiments and results analysis.

The target is to have the first well ready for injection from the Nini platform offshore Denmark in 2025. Longer term, the goal is to develop the capacity to store approximately 3.5 million tons

CO2 per year by 2030, matching the Danish Climate Council's recommendations of actions needed to meet Denmark's 70% reduction target. Maersk Drilling expects that its offshore rigs will be used to repurpose the existing oil and gas wells for CO2 injection.

"We're really excited to be joining this effort to support the green transition by using the facilities and capabilities of the offshore industry and Maersk Drilling's more than 40 years of experience with drilling wells in the North Sea. As the Danish government recently stated in its climate plan, carbon capture and storage is an important component in the efforts needed to reach the goal of reducing Denmark's emissions by 70% by 2030. For Maersk Drilling, the project is part of our innovation initiatives and an attractive opportunity for building additional competencies and broadening the use of our rigs," says CEO Jørn Madsen, Maersk Drilling.

"At Wintershall Dea we are very certain: the global energy transition is happening, and we intend to play a decisive role in it. One way we will do so is through technology and innovation projects like this. Offshore CO2 storage can have a significant contribution to a cleaner energy future and the potential to significantly mitigate CO2 emissions in Denmark," says Hugo Dijkgraaf, Chief Technology Officer of Wintershall Dea. "Thus, we really appreciate the

support of the Danish authorities to fund this important endeavour."

In addition to participating in the offshore carbon storage consortium, Maersk Drilling is working to reduce the emissions associated with offshore drilling in multiple ways. This includes the first-ever rig to operate on shore power and the upgrade of two jack-ups to hybrid, low-emission rigs.

Storing CO2 beneath the sea

The project aims to store CO2 captured onshore 1 700m beneath the seabed. For the onshore capture, proven carbon capture technology can be used at carbon-intensive facilities, for example industrial plants or power plants.

The captured CO2 will be bunkered in ports and transported by ship to the offshore storage platform which will reuse existing infrastructure originally built for oil and gas production.

At the offshore platform, the CO2 will then be injected for permanent storage beneath the seabed using repurposed oil and gas wells.

The consortium has set a goal of developing the capacity to store approximately 3.5 million tons CO2 per year by 2030. This puts the project in the range of delivering CO2 storage corresponding to 15-20% of the reduction required to reach Denmark's reduction target in 2030.

LPG – are you being ripped off?

The editor brings price gouging to your attention!

IT seems to happen every winter, at least that's when I refill my gas bottles at the onset of a cold snap.

LPG prices vary from dealer to dealer and although regulated and presumably administered by the Department of Energy, nothing appears to be done about blatant overcharging.

The general public it seems is unaware that the price of LPG – liquefied petroleum gas – is regulated in the same way as petrol, diesel and illuminating paraffin.

We listen intently when a public announcement from the DoE is made every month regarding the price of petrol, diesel and illuminating paraffin but I can't recall hearing any reference to LPG.

Two recent experiences illustrate the overcharging problem

Last month when the price of LPG was 1706c/kg, I was charged R220 for a 9kg cylinder refill at a local Caltex garage in Melkbosstrand. The correct price should have been R153,54! That is an overcharge of R66,46 or 43.2%. I have reported them to the Competition Commission, their fuel principles and to the SAPIA (SA Petroleum Industry Association) who



publish the regulated prices – www.sapia.org/overview/old-fuel-prices.

I confronted them and demanded a refund which after a lame excuse they immediately provided.

In a case last week at a retailer in Parklands, which I have always found to charge the correct price, they had added VAT to the 9kg refill price so instead of it being R170.14 I was charged R195.66.

VAT is included in the regulated price, so in other words, double VAT. I thought that this might be an oversight and that they had forgotten to change their till format which automatically adds VAT at 15%. But no, when I spoke to the business owner his response was that due to the Covid-19 lockdown - reduced demand and lower production of petrol by local

refineries, meant that there was a shortage and LPG had to be imported and that wholesalers were entitled to surcharge the regulated price, which was passed on to consumers so that retailers could still make their profit margin!

He further said that the situation - no further imports and surcharge - should fall away as petrol production rose with the easing of lockdown.

He immediately however agreed to reimburse me the VAT that had been charged!

I don't buy this explanation and neither should you – not any so called explanation.

A spokesperson at SAPIA confirmed that

- the price of LPG is regulated
- the published price (gazetted) includes VAT and
- only the DoE is empowered to change the price, otherwise it is illegal.

These recent events are part of my 'hobby-horse' – I experienced similar exploitation from BP and Sasol garages in my neighbourhood two years ago, reported it to the DoE and am still waiting for a response.

Eish.

IN THE NEXT ISSUE:

- Boilers / Burners / Combustion Technology
- Exhibitions & Conferences for 2020
- Filters & Filtration
- Fishing Industry
- Fleet Management / Servicing & maintenance
- Flooring & Handrailing
- Heavy Lifting & Rigging
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A matter of cause and effect

Like the Dude was highly amused. Even though the local Pub & Grill remained only a cheery recollection to the confederacy of convivial conversationalists, the make-do utility of the Zoom screen could not conceal the delight of Luke's mirth.

"Care to share, Lucas my boy?" invited The Prof curiously.

"It's the leader of the putsch," grinned Luke, "DLA Mini-Zuma, ruler of all she surveys, proud saviour of the Zuma tradition and Dictator for as long as the State of Disaster lasts."

"Clever trick that," consulted Stevie the Lawyer (who is the same as Stevie the Poet, but he was not being poetical now – I am simply forestalling any pedantic interruptions from Jon the Joker), "putsching a conveniently renewable State of Disaster, thus getting rid of Parliamentary oversight and that irritating DA. Long live Queen Zuma!"

"Useless!" insisted Jon the Joker, "this is a republic. Our queens are much more flamboyant than that!"

For the sake of wokeness, this statement was ignored.

"What do you mean putsch?" challenged Big Ben. "The ANC is doing a great job in difficult times!"

"For sure they are, Mon Ami," taunted Jean-Jay, "of course you have a spare cigarette for me? Non?"

"Well ..." reconsidered Big Ben, "except for that. And the pub of course."

"Not to mention their brilliance," added Bob the Book, "of forcing everybody out, in the middle of a pandemic, for exercise in the first hour and a half of early morning light. Never has the Sea Point promenade been so crowded."

"Or their cruelty in red-taping food out of the mouths of the hungry!" vented Miss Lily.

"They make no secret, those ones, that they are coming for my farm," frowned Jean-Jay dangerously, "and you better know they are coming for your savings too."

Rebellion was brewing in hi-tech. The peasants were revolting. In the absence of The Governor, The Prof took it upon himself to turn the temperature down.

"Well well," said he, "as I understand from young Lucas, someone other than our courts got the better of the lords and masters who are usurping powers over us. Not so? Please share your laughter with us, Lucas."

"I thought you'd never ask," smirked Luke the Dude. "While Parliament has been closed and the politicians have been granted paid leave, unlike the unpaid rest of us, the Official Opposition felt duty-bound to continue working. So, instead of opposing the ANC in Parliament, some of them are liti-

gating with the junta while others keep the ministers irritated by firing written questions at them – all legitimate and in need of answers if I may add ..."

"Useless!" irritated Jon the Joker. "That's not raucously funny! Mildly amusing at best."

"Patience, my learned though unamused friend, patience," soothed Luke the Dude in a suspiciously unsoothing manner. "That's not the end of it. As the number of questions grew at an admirable rate, the number of answers did not. No real surprise there, they are on holiday after all. But then the Honourable Members in Opposition noticed that something odd was indeed happening: many of the answers were exactly the same."

As the Prof lifted a finger of warning on the screen, presumably intended for Jon the Joker, Luke the Dude continued: "This was particularly noticeable in answers from the Fuchress herself. As sure as the church bell on a Sunday morning, well, surer than that in these times, her replies all contained the same words: 'the information requested by the Honourable Member will be submitted as soon as it is available'."

"So, one Exceptionally Honourable Member, George Michalakis MP, sent another question to the Minister of Co-operative Government And All, asking Comrade-in-Chief Zuma if she would be so kind as to name the municipality where South Africa's capital city is located. As you probably know by now and I kid you not, her answer was: 'the information requested by the Honourable Member will be submitted as soon as it is available'."

"Not one to waste time on Constitutional duties, The Queen made a plan: send the same reply to all questions. See comrades, governing is easy."

A jolly good laugh and raising of glasses was joined by all.

"Useless!" contradicted Jon the Joker, "that's not a plan, it's a dereliction!"

"Agreed," said Bob the Book who was prima facie fed-up with politicians of all convictions (in South Africa that would be zero), "but not as useless as the former leader of the free world and still the Corrupter-in-Chief of the United States of America, Donald J. Trump."

"Why do you say that?" queried Big Ben, who really has a problem with being contrary.

"Well, for all his bragging about being the best at everything, knowing better than the experts about anything, and doing incredible things that nobody has ever done, he is right about one thing: No other president has killed Americans as he has done. More than in the Vietnam War, more than in the

First World War, and that included the 1918 flu pandemic. He is, at last, in a class of his own."

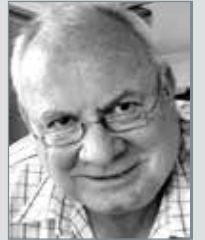
"He hasn't finished yet," nodded Stevie the Poet, "His deadliness continues. Congregating trusting people into closed stadiums for Trump Rallies, bullying governors to 'liberate' their states from lock-up and shrugging as the infection curve hits new heights – better vote for 'Sleepy Joe', the alternative is 'Deadly Donald'."

"Funny thing is," troubled Bob the Book, "despite the lies about his achievements and the facts about his failures, he still has a surprisingly large base of supporters. Don't they get it? Can you fool some of the people all of the time? Take his thing about testing for the virus. At that rally flop in Tulsa he actually, in so many words, identified the reason for America's Covid-19 disaster as testing: He told his people, not so much of the testing."

"Then the White House staff went into

OPINION

ON THE CONTRARY



Pieter Schoombee

damage control, telling all who would listen that Trump was just joking. Accusing the media of humour failure. Nice try, but then Trump denied that he was joking. And he stopped federal funding for testing centres. "It's simple. When testing goes down, the number of new cases goes down. Trump wins."

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How to avoid own-goals in the SA -v- Covid-19 re-match

IF the fight against the Covid-19 pandemic was a football match, the score at half-time reflects a world record in own-goals. Most followers of the game say the second half must reflect a more professional performance or the national stadium will collapse.

The view is unanimous: The team, and its management have made a hash of it.

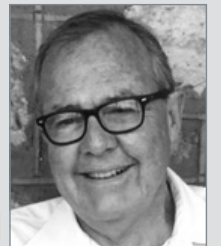
So far, the record books show the disastrous banning of sales of alcohol and tobacco in the first few minutes of the game. This was followed by ending all wine exports, and the mysterious tactic of the entire SA team crowding into its own goal to debate whether the crowd should be allowed to wear open-toed shoes, or t-shirts, and much, much more. The sorry list is too long to mention.

At times it seemed the only person who knew the rules of the game and how to play it was the goal keeper, who is also the team treasurer, but management never allowed him to move out of his penalty box.

So, what can the crowd look forward to in the second half?

It looks too late to snatch a win, so the

THE OTHER SIDE OF THE COIN



Keith Bryer

best is to plan the rematch to avoid relegation. That means a thorough shake-up of the management and the type of player selected.

It's a do-or-die situation. If Team-SA does not get the re-match right, there is a risk the crowds will refuse to watch the game. That will mean no gate takings, no ability to pay players or administrators or the instalments on the massive mortgage taken out to build the stadium.

Since the crowd has invested its life savings in the success of Team-SA --and we all know what a crowd of soccer supporters can do when it gets cross -- it could get very ugly.

It is going to take a lot of money to fix the situation. Trouble is, no one wants to buy the team. Raiding the money boxes of the supporters will make matters worse, so it all falls back on how to make – as opposed to how to take – money.

Continued on P27



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