

CAPE
Business News

SPECIAL COMPANY PROFILE

Edition

Celebrating
40
YEARS



Cape Business News, founded in 1980, is a specialist publication that provides business readers with comprehensive news on a monthly basis with extensive coverage of the Cape's general business trends, events, statistics, new products, services and projects. It is primarily a promotional vehicle for companies which have the Cape Business community as a primary target market.

www.cbn.co.za

CAPE Business News



Four decades ago, an entrepreneurial publishing editor, Johan Moolman, saw the need for a business newspaper to serve the Cape business sector, and so, in 1980, **Cape Business News** was born.

The newspaper grew from strength to strength under the dedicated guidance of Johan, and rapidly established itself as the leading business publication in the Cape. As the decades rolled on, the publication kept evolving to make sure it remained relevant to its readers and its advertisers by offering the best content and distribution. It enjoyed incredible loyalty, fueled by the dedication of the core CBN team - including Heather Ferreira, Robin Dunbar, Elise Jacobs, and Johan's wife, Alba.

In 2013 we were introduced to Johan, who due to ill health had to find a buyer for his publication. We were very impressed by Johan and his team, and were able to acquire the publication in March of that year.

Since then, **Cape Business News** has continued to flourish as part of the Hypenica family. With the media landscape changing, and an inevitable transition to online and digital, we launched a new Cape Business News website in 2014. This opened the Cape Business News brand to a new audience, and perfectly complemented the print publication. Under the leadership of Pieter Meiring, the current publisher, **Cape Business News** continues to innovate, with the introduction of a number of additional digital platforms and products. This greatly increases the reach of the brand and the publication, and continues to offer more flexibility to both our readers and advertisers alike.

But core to **Cape Business News** remains its content. Our dedicated editorial team, led by Robin Hayes, continues to deliver the best coverage of local business news.

2020 has been a challenging year for the world, and we are grateful for the ongoing support of our loyal advertisers and readers who have enabled **Cape Business News** to weather this storm. Thank you to you all.

Looking back over the years, we are proud to have been able to continue the legacy of Johan Moolman, and look forward to many more decades of serving the Cape Business community.

Join us in celebrating this milestone with this special 40th anniversary edition.

Rudi Leitner
Chairman, Hypenica



Celebrating 40 years

CBN has a lot in common with the 40 year anniversary gem stone, the Ruby. Like a natural ruby, surviving 40 years in the cut and thrust, up and down world of trade and technical publishing, is extremely rare.

The concept of providing a trustworthy, relevant and independent voice to businesses in a regional context is even more relevant today than it was in 1980, in this era of instant communication and often misinformation or 'fake news'.

Our management, editorial, production and sales team together strive to produce a high quality, value driven information source that enables businesses to keep abreast of issues that directly affect their business and take the right decisions in a fast changing and often complex environment.

Despite all the pervading 'noise' CBN sticks to a reliable and consistent editorial recipe that appeals to its readership and faithful advertisers who demonstrate their consent and loyalty with continuous support.

It's a reputation that's been hard earned and maintained during the tough times such as we find ourselves today.

Long may it continue and perhaps in the next 40 years we will qualify as an institution!

Robin Hayes
Editor



FireDos GEN III Foam Proportioners:

FITTING INTO YOUR FIRE PROTECTION SYSTEM PERFECTLY

GEN III is the next level of evolution for water driven foam proportioners for firefighting. Sturdier, safer, more functional: GEN III has many improvements, making their application in foam fire protection systems easier to use and more efficient.

More than 30 years ago, FireDos developed a proportioner for fire extinguishing systems, setting a global standard.

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Eco-friendly and Cost-effective

Fire extinguishing systems must be tested regularly to ensure their functionality in case of a fire. The same applies to the proportioner. The return line connection enables return of the foam agent back into the foam agent tank under live operating simulation conditions while its volumetric flow rate is measured. The results of this and the measured quantity of water which passes through the unit at the same time are used to calculate the proportioning rate. While doing so, no premix or foam is produced. Cost-efficient, saving on foam and disposal cost

Reliable and made-to-last

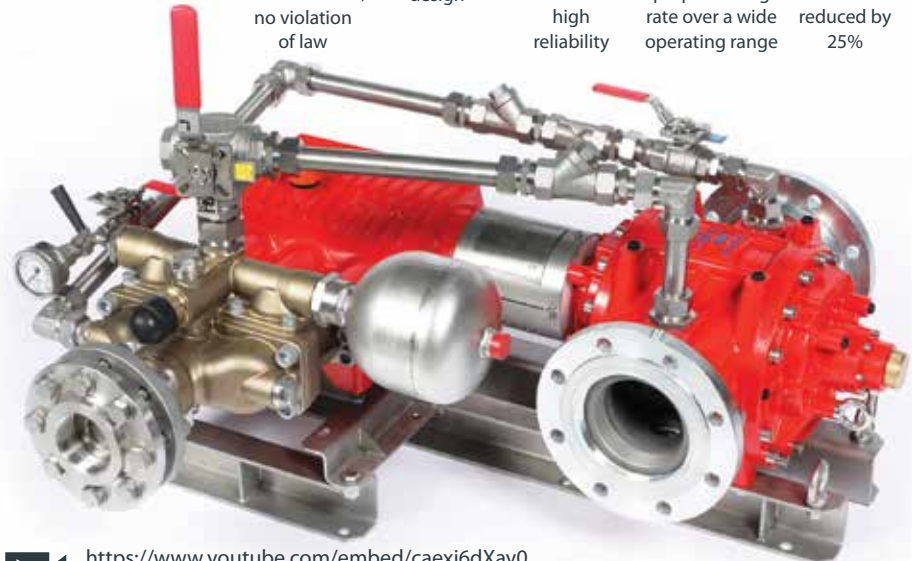
The FireDos proportioner is driven solely by the extinguishing water flow. No further energy source is required. The purely mechanical construction means FireDos proportioners are reliable and provide a long service life.



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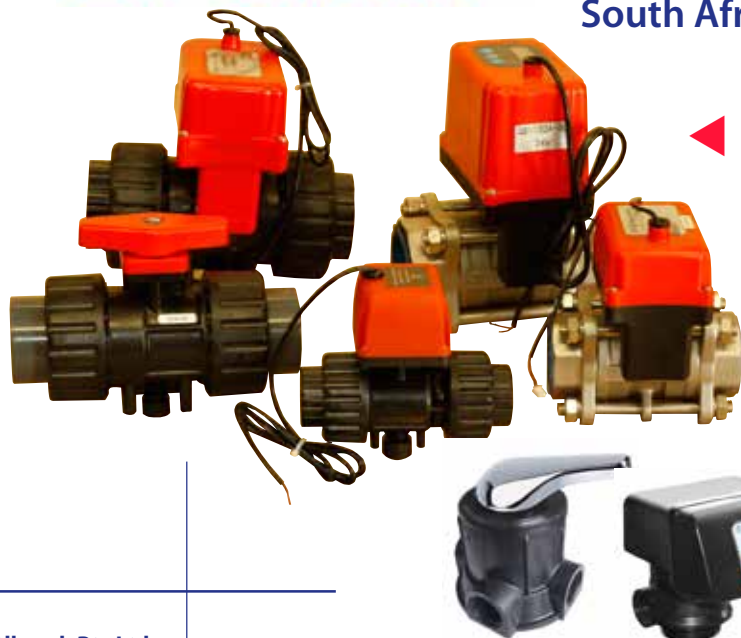
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Click the link below to read our most recent publication:

<https://www.allmech.co.za/2020/08/07/solenoid-vs-ceramic-valves-what-you-need-to-know/>

Need a Storage Solution?



Company Profile

With the head office based in Cape Town, **Southern Storage Solutions-Dexion** network provides support to customers on a national basis and into Africa. With over 55 years international experience in Materials Handling and Storage Systems, Dexion have the expertise required to solve any storage requirements.

Dexion offer a complete range of products, including all forms of racking, steel shelving, mobile shelving, conveyor systems, mezzanine floors, small parts bins, staff lockers and fencing as well as a complete advisory and system design service incorporating the latest CAD technology.

The company also offers a full racking inspection service which can be completed every six months, or where necessary on a more frequent basis. This includes a full audit on the storage system, a detailed report and recommendations on damage prevention. Certification can be provided on request.

The Dexion Brand is consistently known around the world for:

- High quality products;
- Market-leading ideas surrounding concepts such as space utilisation and the effective storage and handling of items associated with a business;
- Excellence in customer service.

The brand is supported by training of our people, the latest design tools, active research and development, rigorous product testing and after-sales service.

The primary theme of today's advertising and promotion is 'Smarter Thinking'. It is embraced at all levels of the organisation. We understand that we need to think smart, be smarter in the way that we work with our customers, smarter in the solutions that we provide, and strategically smart to stay ahead of the competition.

Please be assured of our commitment to provide you with only the highest quality of product and service.

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Southern Storage Solutions (Pty) Ltd
t/a Dexion Storage Solutions

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Happy Birthday CBN!

Sincere thanks to our readers and to our loyal customer base who find value in the services we offer and who have kept our wheels turning for the past 40 years.
 My Forward thinking colleagues have a strong grasp of business processes critical to our success and they continually provide opportunities that enable us to provide accurate and reliable news information. These are some of the factors that have contributed to myself still finding fulfilment after 28 years in my role as a sales and marketing manager with this company.

Heather Ferreira



40 Years and Fabulous

Thank you to all our Fabulous clients for entrusting **Cape Business News** to grow your market share year-on-year. I would also like to shout out to the many public relations companies and advertising agencies I have worked with over the years for supplying outstanding content and design work. Your contributions have too contributed to the success of our publication.
Cape Business News digital platforms continue to evolve offering more opportunities for our clients to receive exceptional exposure. Marketing and advertising is in my DNA, I absolutely love being exposed to the PR and the branding, hence I have been with this publication for 16 years.

Robin Dunbar
 Marketing and Sales Manager

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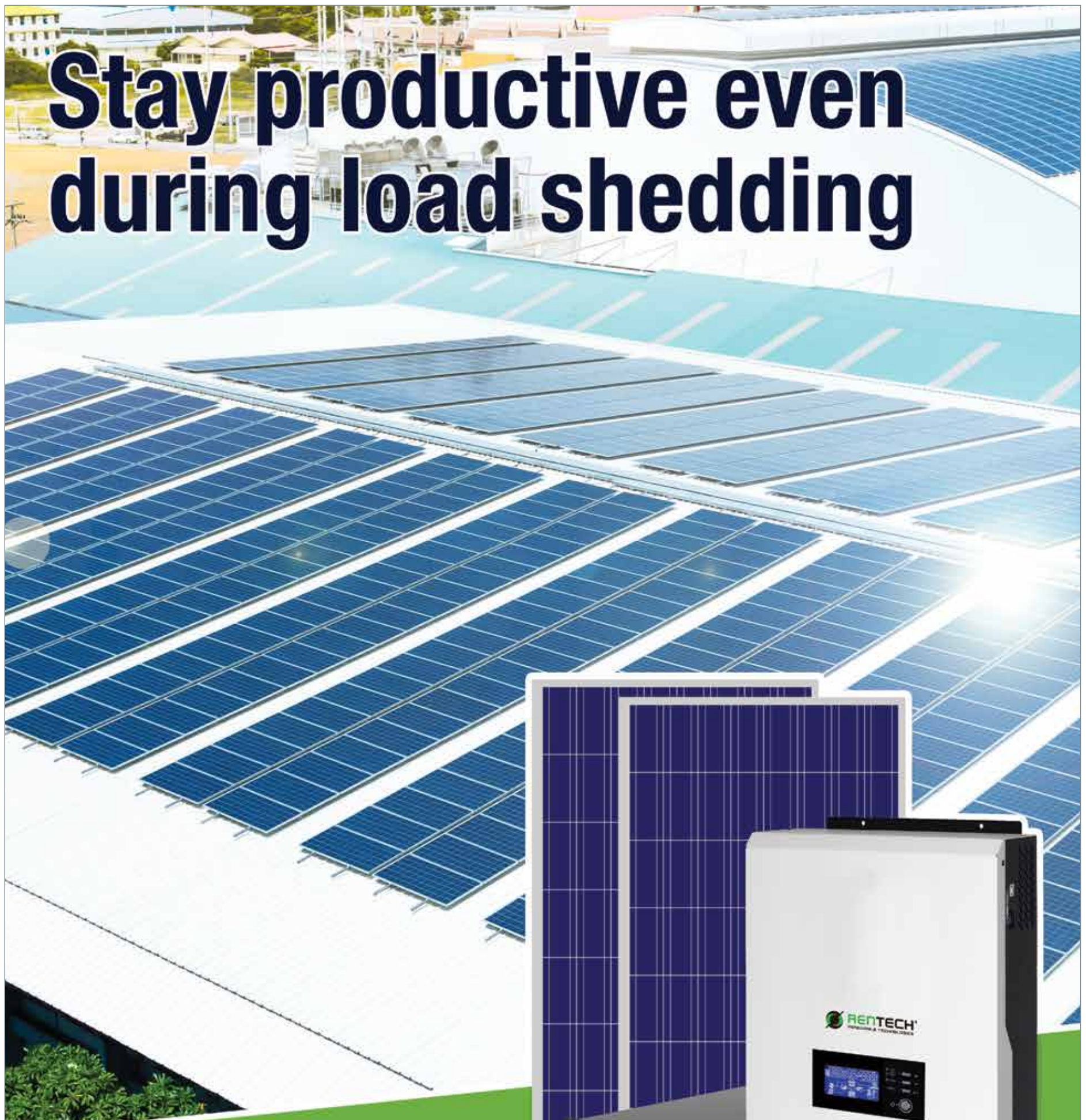
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TEN OUT OF TEN – A decade as SA's favourite petrol station

South Africans have voted Engen their favourite petrol station for the tenth consecutive year in the 2020 Sunday Times Top Brands, validating Engen's customer centric strategy, marketing focus and commitment to keeping South Africans safe during the COVID-19 pandemic.

The "Favourite Petrol Station" honour was attributed to Engen in November at a virtual 2020 Sunday Times Top Brands* awards, which recognised brands that have a sustained history of top consumer sentiment in South Africa.

"At Engen, our brand promise 'With us you are number one' drives every action we take and decision we make to ensure we continually surprise and delight our customers," comments Yusa' Hassan, Engen Managing Director and CEO.

With many South African's impacted by the COVID-19 pandemic and the national lockdown for a large part of 2020, Engen promptly stepped up to help the vulnerable.

This included a R1.25 million contribution to the National Solidarity Fund, R2.5m fuel and medical testing equipment passed to the Gift of the Givers to boost their humanitarian relief work, R1 million fuel directed to the Department of Health to power the emergency response vehicles of South Africa's brave frontline health workers, and R1 million fuel to Food Forward SA to help power their food aid vehicles which are distributing nutritious food across all nine provinces.

Over the course of the national lockdown, Engen also provided food relief to the South Durban community, distributing 5 000 food hampers in the area where the Engen refinery is located, and another 7 000 food parcels in Diepsloot, Tembisa and Alexandra in Gauteng.

"Engen hopes to help raise awareness around the plight of the marginalised and vulnerable in South Africa and acknowledge that everyone has a role to play," says Hassan.

For a company that excites motorists and shoppers on their forecourts by offering them top quality fuels (Engen Primax with



Pro-Drive and Engen Dynamic Diesel with Pro-Drive), alongside partner brands such as Clicks Club Card, eBucks, Woolworths Foodstop, Wimpy, Debonairs, Steers and world famous doughnut brand Krispy Kreme, the Sunday Times Top Brands award affirms the special place Engen occupies in the hearts and minds of South Africans.

While Engen continues to have the largest retail footprint in South Africa, operating over 1 000 service stations, Engen's General Manager: Retail, Seelan Naidoo says it is the company's commitment to progress and focus on customer service that places it at the forefront of brand recognition and loyalty across all audiences.

"Innovation is a key driver for us, which is why we are extremely excited to launch Quickshop & Co, our private label range which is authentically South African and offers exceptional value and convenience. The range of proudly South African products are available at participating Engen Quickshops, including a braai range, which many South Africans have already enjoyed with the start of summer.

"Furthermore, the launch of our ground-breaking Engen 1app earlier this year, which conveniently offers motorists a contactless way to pay, has also been very well received as it provides a safer customer service experience, as there is no touching of devices, cards or cash required," adds Naidoo.

To remain a compelling, top of mind destination for fuel and convenience needs, Engen maintains a firm focus on consistently invigorating the Engen brand and its associated offerings

"It's about never standing still, and continually seeking relevant and innovative ways to meaningfully impact our customers lives," says Naidoo.



<https://www.engen.co.za>



ENGEN

#EngenCares



#EngenCares getting ready to take food hampers and winter blankets to the community in Diepsloot, north of Johannesburg. South Africa united during #COVID-19 lockdown.



▲ *Andy du Plessis, managing director of FoodForward SA receives a fuel voucher from Engen's General Manager Corporate Strategy and Communications, Khalid Latiff.*

◀ *Engen area manager, Palesa Nkahlle hands over a food hamper to a Diepsloot family as part of the Engen Retailer's food distribution campaign.*

▼ *A delivery of essentials to assist the farming community in the Eastern Cape and Free State areas.*

While pumping over 1 in every 4 litres of petrol purchased in SA, and with over 149 million customer visits to their forecourts in 2019, Engen is also continuing to woo customers by increasing its industry leading service station footprint and continually growing its share of the local fuels and convenience market.

For Hassan, it is this spirit of constant innovation that has catapulted Engen to the forefront of South African motorists' imagination, explaining Engen's enduring success in the Sunday Top Brands (2011-2020) and the Sunday Times Generation Next, where the youth have voted Engen the country's "Coolest Petroleum Brand" for 11 consecutive years (2010-2020).



"We are honoured and humbled to once again be named South Africa's favourite petrol station in the Sunday Top Brands and extend a very big thank you to our customers for choosing Engen," says Hassan.

"South African motorists and consumers are assured that Engen is passionate about progress and will continue to shake up the local petroleum market and move with the times, while always providing them with the best service, the best value and the best convenience offerings."

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

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Physical Test Density



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Inclinometer



Appearance Glossmeter



Hardness Coatings



Hardness Metal



Hardness Non-Metal



Accessories Coating Defect Manuals



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Inspectors Accessories



Laboratory Oven Temp Logger



Measuring Anemometer



Moisture Agriculture



Moisture Building



Moisture Concrete



Moisture General



Moisture Paper & Wood



NDT Flaw Detection



Porosity Sponge & Pinhole



Porosity Spark & Holiday



Surface Preparation Profile



Surface Preparation Cleanliness



Surface Roughness Tester



Ultrasonic Wall Thickness



Ultrasonic Elcometer Range



Viscosity Cups

Superior condition monitoring reduces maintenance costs

WearCheck is Africa's leading integrated condition monitoring solutions company and has been dedicated to saving money for their customers for over 40 years, by improving the reliability and availability of machinery.

The company's range of condition monitoring techniques incorporates the scientific analysis of used oil and other fluids from mechanical and electrical systems and a variety of advanced monitoring techniques.

WearCheck's customers operate in many industries - mining, transport, shipping, industrial, aviation, power generation / renewable energy, water processing and more.

WearCheck's footprint covers 14 world class laboratories across nine countries in Africa and beyond, with several agents around the continent. In SA, laboratories are in Johannesburg, Cape Town, Durban and Middelburg, with strategic support offices in other centres. International laboratories include Mozambique, Ghana, Zimbabwe, DRC, Namibia, India, Dubai and Zambia.

Neil Robinson, WearCheck's managing director, shares the company's vision, 'There is a great need, around Africa, for world class condition monitoring services to help boost the operating efficiency of the industries that are the backbone of the economy, such as mining, trans-

portation, power generation, renewable energy and others.

'Once we have pinpointed an industry hub where enough nearby businesses will benefit from WearCheck's services, we then open a laboratory there. In some cases, the laboratory is in a brick and mortar building, in others, a converted shipping container becomes our on-site laboratory.

'By placing laboratories around Africa, we aim to make our condition monitoring expertise more accessible. We feel that this investment in Africa will benefit the entire continent - by enhancing operational efficiency to help businesses become more competitive, as well as creating jobs.

Asset reliability - specialist condition monitoring techniques

The scientific analysis of used oil samples from a component gives insight into the condition of that asset, providing important clues on whether remedial action is needed for the asset to continue operating optimally.

For example, using the data from the oil analysis, WearCheck diagnosticians can advise whether the oil needs changing, or if there is imminent or catastrophic failure. By pre-planning repair time, the customer saves money on unplanned maintenance.

Alongside the traditional fluid analysis services, customers also have access to reliability solutions (RS) services, advanced field services (AFS) and transformer chemistry services (TCS).

Reliability Solutions Services (RS)

The RS team specialises in condition monitoring techniques such as thermal imaging, vibration analysis, laser alignment, balancing, operational deflection shape (ODS), structural resonance, ultrasonic services and many other specialist techniques that provide scientific data that helps to keep assets operating at optimum levels while boosting their lifespan.

Transformer Division

The transformer team conducts dedicated transformer monitoring. WearCheck offers standard transformer oil quality analysis (colour, visual, dielectric breakdown voltage, water content, interfacial tension, acidity, power factor and specific gravity) as well as specialist diagnostic tests such as dissolved gas analysis, furanic compounds, metals-in-oil, paper quality testing and tap changer / diverter diagnosis. Advanced Field Services (AFS)

The key functions of AFS are to create a secure safety

environment for both man and machine, and to reduce operational risks. WearCheck's highly-skilled and experienced inspectors are on call 24/7/365 to help identify underlying defects and mitigate these risks on critical equipment.

The advanced field services are:

- Non-destructive testing (NDT) – test the integrity of a component or system without damaging it.
- Technical compliance (TC) - expert guidance to assist with regulatory requirements.
- Rope condition assessment (RCA) – inspecting the integrity of steel rope cables, as per OEM or international standards.

Quality is guaranteed with WearCheck

WearCheck is currently the only oil analysis operation in Africa with an ISO 9001 quality certification, an ISO 14001 certification for its environmental management programme, and an ISO 17025 accreditation for its laboratory centric quality management programme. WearCheck is currently working on its ISO 45001 certification for health and safety management. Continued investment in new technology and staff training ensures that all equipment in



Neil Robinson, WearCheck's managing director, feels that investing in Africa and broadening the accessibility of world class condition monitoring services will strengthen the continent's business landscape.

WearCheck's laboratories is state-of-the-art, and employees are highly skilled. Laboratories are largely automated and integrated with the latest information technology. Research and development play a major role in the company's continuous commitment to improving systems.

Meanwhile, WearCheck's condition monitoring App ensures that their condition monitoring expertise is available 24/7/365.



Condition Monitoring is at the heart of machine reliability!

WearCheck, Africa's leading condition monitoring company, is dedicated to saving money for you, our customers. We analyse data from condition monitoring and fluid analysis to schedule maintenance and avoid unexpected machine failure.

Accurately predicting maintenance = saving you time and money.

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