Hefty bills for importers as containers pile up

South African businesses are faced with a huge bill, estimated at R1.4-billion, for storage and other costs accumulated during the 27 days of Level 5 lockdown, as more than 20 000 containers piled up in storage facilities.

That’s according to South African Association of Freight Forwarders (SAAFF) CEO David Logan, who expressed “serious concern” at the high level of charges being invoiced by shipping lines for storage and demurrage on cargo which could not be delivered during the early stages of lockdown.

“SAAFF represents 294 South African companies in the international freight forwarding and customs broking arena managing approximately 70% of the containerised and breakbulk freight moving in and out of South Africa’s seaports, airports and land borders,” he said.

“Until recently, containers could not legally be delivered to closed importers until the appropriate lock down level was reached. As a result, cargo was delivered and unpacked into warehouses. In many cases the position remains the same with Level 3 only making its presence felt this week.

He said the level of charges levied by ocean carriers had been a source of concern for many years, but in normal times there was some justification for this, as it was generally speaking relatively easy to clear and deliver containers within the free time allowed. “Under these circumstances it was reasonable for the carriers to expect that their containers should be returned and put back into service without delay.”

But COVID-19 had changed all that. “The extended time spent in Levels 5 and 4 has meant that large numbers of containers could not be delivered, with the situation only recently easing up when Level 4 allowed a limited amount of movement. The move to Level 3 will mean that a further large quantity of containers will be released for delivery, so we can expect increasing pressure in terms of exorbitant detention costs. Even at this stage, the amounts involved are very high and we are aware of invoices running into many millions of Rand already.”

He warned that this would not improve for some time, pointing out that shipping line charges for delayed containers are derived from two main areas: storage (or overstay) and demurrage (or detention). The first usually involves a mark-up often running into several hundred percent of the warehouse’s charge. The second is a direct charge for loss of use of the container. This is always charged in US Dollars at rates which bear no relation whatsoever to the actual cost of owning or leasing a container.

“Yet, in reality, these charges were designed to penalise inefficiency rather than to recover costs. There is no logical reason why this approach should be applied in our current circumstances.”

“We appeal to ocean carriers to exercise restraint and moderation by recovering only some reasonable administrative charge for delayed containers.”

The CEO of SAASOA, Peter Besnard, added, “We have deliberately not provided a summary of the large number of invoices we have received, as they are extremely difficult to summarise, because of the wide variation in the amounts involved.”

He added that the challenge for SAASOA now is to ensure that the ocean carriers do not pass on additional charges to their clients and that they work with political authorities to reduce the detention and demurrage charges imposed on their clients.”

Port of Durban collaboration powered by tech

The COVID-19 national lockdown has seen the Port of Durban harness the power of technology to bring together a range of stakeholders to address port issues. Every day the port has held a Daily Virtual Stakeholder Operations meeting which is led by GM: Port of Durban, Mohde Motiols and includes representatives of shipping lines, all terminal operators, the trucking fraternity and depots.

The meeting enables every stakeholder to be kept up to speed with daily operational plans and to address bottlenecks as they shift from one node to another. “We use this opportunity to bring together all the brains to look at how we should interpret the government regulations as they are unfolding and how we can ensure that the port responds responsibly in a manner that firstly keeps the safety of our people as the prime objective and, secondly, to assist in keeping the wheels of the economy turning,” said Motiols.

“We have really found value in this because for the first time we have players who have never met now coming together to look at the entire port plan and identifying the bottlenecks as they shift from one node to another. The insight derived from this has been useful because we have been able to advise authorities around the impact of some of these regulations.”

Participants in the 30-minute virtual call are the South African Association of Port Operators and Agents (SAASOA), South African Association of Freight Forwarders (SAAFF), the South African Sugar Association, Port of Durban, National Ports Authority, Port Terminals and Freight Rail.

The CEO of SAASOA, Peter Besnard, described Transnet’s effort as “a truly magnificent effort to keep the wheels turning during extremely tough conditions,” adding, “Their enthusiasm at each meeting and on the quay has been unbelievable even though they too are risking contrasting the dreaded COVID-19 virus to satisfy the needs of the many port users.”

Other multi-stakeholder collaboration continuing during the lockdown includes the Port of Durban Decongestion Task Team which sees various private and public sector representatives working to tackle traffic pressure and congestion in the Port of Durban’s Bayhead Precinct and surrounding road networks.
Skills key in construction sector ‘survival of the fittest’

THE construction industry, fighting for survival after pandemic lockdown losses, now cannot afford any costly site mishap caused by undertrained staff.

That’s the warning from John Roxburgh, senior lecturer at The Concrete Institute’s School of Concrete Technology, who said, “In construction, it is now a question of survival of the fittest.”

“Despite limited budgets, companies large and small, somehow need to find the budget for staff training to add weight to their tenders and win new contracts. Property-owners and other decision-makers will now, as they do for other projects, offer huge cost savings. This will be challenging for years to come. After Covid-19, spending money on training will be challenging for many businesses to do.”

Roxburgh said concrete work on site is a major cost in all building and civil engineering contracts. “With trained staff – competent in all the required aspects of concrete practice – clients will know that contracts are most likely to be completed economically and trouble-free. Trained staff give construction companies the edge: without basic technological skills, such businesses will struggle to perform to specifications and survive a future that will be challenging for years to come. After Covid-19, spending money on training is no longer a luxury,” he said.

To help members of the construction industry upgrade skills, The Concrete Institute is now offering online courses at a reduced price. The School of Concrete Technology is already geared to present SCT10 “Introduction to Concrete”, SCT20 “Concrete Practice” and SCT30 “Concrete Technology” through online e-learning with supplementary video conferencing, and can also offer SCT21, “Concrete Industrial Floors on the Ground”, online.

The School of Concrete Technology has over many decades established its reputation as the leading concrete technology training establishment and we now intend serving our market in a flexible manner. We will again offer live tuition after the lockdown restrictions are lifted, but we are now also adapting as much of our current curriculum as possible for future online tuition. This will especially benefit South Africans not based in the metropolitan areas where we usually offer live classes.”

Adapting to a new dawn: how COVID-19 has underlined the need for digital transformation

WHEN it comes to digital transformation, COVID-19 has been a massive wake-up call. Thiibaut Douson (pictured), General Manager of Lenovo Southern Africa, said businesses with long-term transformation deadlines have been forced to bring them forward through digitisation. “We were planned for 18 months’ time, now has to be ready immediately.

Consumers are engaging with businesses that are digitally astute more now than ever before. Those that are able to innovate, and to make their products and services available quickly, easily and reliably, are sure to succeed; those that aren’t sufficiently transformed will likely be left behind. This digital transformation drive has far-reaching implications: for how we work, for the tools we use, and for businesses’ long-term relevance. It is shaping the future of our working world.”

The evolution of office space

COVID-19 has fundamentally altered where and how we work. Organisations that had never considered remote working have been forced to make it a reality in order to stay in business. For some, the transition has been easy. For others, it has brought with it a variety of challenges. But even for the latter, adapting to remote working has been relatively swift – so much so that many businesses are starting to reconsider how they use their office spaces.

During this time, we’ve learned that we can work productively and collaboratively without needing to be in the same physical space. And while some people need face-to-face interaction in order to conduct their work and others simply can’t work from home, this doesn’t mean that offices always need to be able to cater to a full staff presence. In the future, work spaces could cater for smaller numbers on any given point in time, which would offer huge cost savings.

The pros and cons of digital tools

However, the pandemic has also made the inadequacies of many of our digital tools blatantly evident. We’ve seen the need for improved sound and camera quality, increased speed in our conferencing tools, and the urgent need for better connectivity and the democratisation of access. In a country like South Africa, the massive schism between those who can access technology and those who can’t has had serious ramifications in the COVID-19 era.

The South African government has been aware of this issue, and is making the budget available to ensure that people have increased access to technology, including in schools and higher learning institutions. Online education, which has been a government priority for some time, has been ramped up significantly, and will continue to be an investment focus for a long time to come.

Many of our connectivity issues will be addressed through the deployment of 5G, which will also offer other benefits. 5G allows for the instant capturing and analysis of data, which, when combined with machine learning and artificial intelligence, can help businesses to make informed decisions that benefit customers immediately.

Digital transformation in practice

Implementing major digital changes have to be carefully thought through in order to be successful and must have a strong and strategic business focus. Businesses need to search for new opportunities to innovate within, then extend their reach to develop better and more precise offerings that cater specifically to their customers’ needs, and ensure that the customer journey is simple and smooth.

Communication during this time period is critical. Most employees have to be businesses’ first priority. If the relevant teams don’t understand and support the digital transformation process, they’ll likely experience it as a threat, which could slow its success.

Disclaimer: The editor and management of KZN Industrial & Business News make every effort to ensure the accuracy of the contents of this publication. However, no warranty is made and no responsibility will be borne by the editor or management of consequences of any actions based on information published. The views and opinions expressed in this publication do not necessarily reflect those of the editor and/or management.
**Stronger together!**

More muscle for business chambers

OME of South Africa’s biggest business chambers have joined forces to create an association aimed at combining their collective muscle to provide a better service to members.


“The chambers represent businesses of all sizes, across sectors, and collectively represent a significant proportion of the organized business community in South Africa,” the association said in a statement.

It is run by a working committee of chamber chief executives, who share learnings, best practice and collaborate on matters of mutual interest.

“The aim of the new association is organized business sustainability,” said association Chairperson Nomkhita Mona, CEO of the Nelson Mandela Bay Business Chamber.

“This requires that we give voice to shared business challenges and represent the mandated and agreed interests of our members on national issues of a policy and/or regulatory nature.

“We’re on the ground in the trenches with businesses, both large and small, and as such, we are uniquely placed to provide meaningful input on challenges being faced by business. Working together makes sense and we look forward to playing an active role at a national level.”

---

**KZN South Coast marine waste study released**

SASOL has released a baseline study it says will help it to understand the challenges around waste pollution affecting the KwaZulu-Natal South Coast, specifically targeting the Msunduzi and Umngeni rivers.

There are the two main rivers that flow directly into the Indian Ocean south of Durban. Both are considered critical to the local economy and tourism industry.

Several informal settlements exist next to the rivers and due to inadequate waste management, pollution is carried downstream, introducing waste not only to beaches but also into the Indian Ocean.

Although the waste is generic, plastic waste has become one of the more visible challenges in the area. As part of its commitment to combating plastic waste pollution, the company was one of the founding members of KZN Marine South Coast Waste Network established in May 2019 and commissioned the baseline assessment, which was conducted by the South African Healthcare Foundation (SAHF).

The now released Baseline Assessment Report contains details of the study which focused on four area and areas which were considered as the main contributors to the plastic waste pollution cycle within the study area:

- Plastic Waste and the Environment
- Effective waste management in schools and amongst communities
- State of Clean-up and the general public’s perception towards it
- Potential for end of pipe Solutions such as litter traps and traps in various locations along rivers

Local stakeholders were included to participate in the baseline study and assisted by interacting with local communities to extract the required information. This baseline team consisted of the SAHF, the eThekwini Municipality, Sapphire Coast Tourism, MMKRC Recycling (a local recycler), The Clean Surf Project, Social Waste Management SA (a local Buy back centre) and the Toxi Consuntary Forum.

According to Thabethe Booley, Senior Vice President of Sasol’s Base Chemicals business, plastic waste in the environment is unacceptable and producers and other parties (from resin producers to consumers and government) in the value chain all have a role to play in the solution space.

“Plastics are a part of the world’s greatest innovations and demand is expected to grow due to societal and common needs, combined with population, urbanisation and class growth. Only through a collaborative and inclusive approach will we be able to flourish in the dealing with the waste issue,” said Booley.

Kruben Pillay, Senior Manager, Global Plastics Sustainability at Sasol, said the elimination of plastics waste leakage into the environment combined with the successful implementation of a circular plastics economy in South Africa will create opportunities for economic growth for a wide range of stakeholders including individuals, communities as well as the downstream plastics and waste management industries.

“The KZN Baseline Assessment study was initiated after Sasol became a founding member of the KZN Marine Waste Network South Coast, which consists of a number of stakeholders who are concerned about plastic waste pollution on the KZN South Coast,” Pillay said.

KZN South Coast marine waste study released

---

**Polypropylene breakthrough paves way for mass scale 3-D printed parts**

T OP chemical company BASF and printer HP Inc. have taken an expansion of their strategic alliance to advance digital manufacturing solutions, extending it in the auto, consumer, medical, and industrial manufacturing sectors.

At the centre of the expanded collaboration is the introduction of the world’s first die-castable polypropylene (PP) for additive manufacturing. The HP 3D High Reusability PP enabled by BASF was developed and qualified for HP’s Jet Fusion 5200 Series 3D printing solution to enable companies to research, design, and produce 3D printed parts faster, more cost-effectively, more sustainably, and at higher volumes than ever before.

“The advancement of our long-standing partners with HP truly demonstrates our shared vision to help transform industries, enable sustainable production, and enable our customers to shape the Additive Manufacturing industrial landscape,” said François Minec, Managing Director, BASF 3D Printing Solutions.

BASF 3D Printing Solutions unveiled its new Forward AM PP last year as it continues to pursue its goal of driving industrial scalability with future-oriented, leading-edge materials and technology.

“HP and Forward AM by BASF share a deep commitment to accelerating the shift to digital manufacturing by delivering innovative, sustainable solutions and materials that open up entirely new opportunities,” said Ramon Pastor, Interim President of 3D Printing and Digital Manufacturing at HP.

“The powerful combination of the world’s leading 3D printing and 3D printing capabilities yields superior quality, reliability, workflow, and cost savings for customers,” Pastor said.

According to BASF, the new PP was developed and qualified for HP’s Jet Fusion 5200 Series 3D printing system. Polypropylene has historically been a highly valuable material in industrial manufacturing due to its low cost, colorability, chemical resistance and UV stability, with nearly unlimited use in the world’s leading industries including consumer appliances and the $2 trillion automotive market. The availability of a new additive material that replicates a traditional material used for a wide variety of auto parts found in today’s vehicles, the new PP, offers significant advantages for auto makers.

“We have been truly impressed by the joint effort between Forward AM by BASF and HP to help us accelerate our digital manufacturing initiatives,” said Matthias Weißkopf, senior vice president for research and development, Oechsler AG. “The introduction of new materials such as PP enables us to quickly and cost-effectively design, iterate and produce innovative new 3D printed parts for customers across industries.

“We expect a fast ramp up of entirely new applications that leverage the inherent advantages that 3D printing provides for auto makers, home and commercial appliances and the medical industry.”

---

**If it’s not INVAL, it’s not Invincible**

Top global dealer award for SA forklift leader

FOR the second year in a row, Goscor Lift Truck Company (GLTC) has won the Summit Award, the most prestigious honour bestowed by Crown to its top independent dealer of the year.

Traditionally, Crown has always recognised the outstanding performance of its company-owned branches. Three years ago, the company extended the awards to its independent dealers worldwide.

Crown manufactures a variety of electric and internal combustion lift trucks and components in 19 facilities throughout the world.

Product sales and service are handled by the company’s network of Crown-owned and independent dealers located in key markets. Dealer and sales personnel are factory-trained in all disciplines and backed by advertising.

At the inaugural awards in 2018, GLTC was the co-winner of the 2017 Ascend Award, which recognises branches and dealers that performed well and “are continuing to move towards the summit”.

A year later, the Crown dealer for southern Africa was at the “summit” of the OEM’s dealership standards globally, walking away with the Summit Award for 2018. This is an international award which puts us against some top European dealers. To be recognised by the best manufacturer of electric forklifts in the world as its best dealer speaks volumes of our capabilities, which sets us apart in the Southern African market,” said Patrick Barber, Sales Director at GLTC.

“There are numerous aspects considered. Market share is obviously one of them – particularly growth and maintenance of market share in specific product categories. Of greater significance is parts holding as well as training and development. To give an idea, we are the only dealer in the world that has a Crown-accredited training centre.”

Don’t let conflicted employees and dishonest suppliers destroy your business

TWO things that could destroy your organisation’s reputation and credibility are conflict of interest and supplier misinformation. These have always been threats to business but now, in the midst of the COVID-19 crisis, the need for transparency is greater than ever as the panic grips the globe and an economic downturn is expected, companies are having to rethink every aspect of their organisation.

“There is no longer room for half-hearted vetting. A lot is about to change, and it is wise to ensure that your organisation is a better position to ride the wave of an economic slump. You need to trust your employees, partner and suppliers even more than before.”

Kruger said several frameworks exist to guide organisations against the risks including the King IV Report on Corporate Governance for the private sector and the Public Finance Management Act as well as the Municipal Finance Management Act, targeted at the public sector. However, regular reminders to be vigilant are always useful when protecting the business from hidden risks.

Risks present themselves in various ways but in the case of employees, here is what to look out for:

• Employee involved in fraudulent transactions.
• Having direct ownership or business association with the supplier.
• Abuse or prosperous negligence in decision-making authority regarding purchases or supplier selection.
• Employee being a co-director of an active employee.
• Employee co-owns property with a director.
• Property transferred to employee as compensation.
• Supplier sold a property to an active employee.
• Professional services rendered by employee for a private supplier in a private capacity.
• Supplier no longer in business or filed for liquidation.
• Supplier director listed as an active government employee.
• Supplier appears on restricted supplier database.
• Supplier director listed as an active government employee.
• Supplier appears on restricted list operating under another name.

He said one way to identify these risks internally is through employee declarations. Employee declarations of interest ensure that employees are transparent about their business interests outside of the organisation.

“Vetting assists by uncovering the employee and supplier’s true nature, thereby confirming or dispelling the information they’ve supplied to your organisation. Key conflicts and misinformation can be identified by processing checks against external data providers and your organisation’s vendor database.

“This will enable you to discover potential connections, ownership of property or unscrupulous behaviour between staff and suppliers,” said Kruger.
Mandini steel mill denies cash for jobs claim

An international metals and minerals company which has set up a steel mill at Mandini intends to reject a contented that it will engage with the community and always follow best practice when taking on new employees.

United Steel, a division of Metso Minerals and Process Technologies Ltd, has acquired the business of Metso Minerals at the Isithebe Industrial Estate and is in the process of evaluating its final required workforce. The company has disassociated itself from allegations that jobs were for sale and condemned the protest action that took place outside its premises recently.

After Metso Minerals closed its foundry operations in December 2019, United Steel purchased the company’s assets, including the 20,000-tonne per annum metal fabrication and metal casting facilities. United Steel is also planning to construct a new steel mill to produce steel ingots and bars for various industries.

“Saguru said existing recovery technologies are generally employed by high temperature processes to recover the precious metals. When these exhaust components reach their end of life, there is an opportunity to recover the precious metals,” said Dhar.

The lab consumables business was started in 2018 after they secured their first round of grant funding. Initially it wasn’t meant to be a standalone division, but it took off. Seed Funding to develop a small scale plant. They are currently finalising an agreement with WITS Enterprise which will give their company full rights to the IP.

BMG’s cable carrier systems, which are intended to ensure smooth and quiet motion of machinery, extend from individual components to complete system solutions for more complex applications. Standard components are suitable for machine tools, cranes and steel, as well as medical and laboratory systems, while specialist components are required for demanding applications like industrial robots, offshore rigs and aerospace.

BMG also supplies custom manufactured systems for specific requirements. Cable carrier systems are available in heavy-duty steel and durable, lightweight plastic materials. The company’s slew ring bearings, which link two mechanical components on one axis of rotation, are capable of handling axial, radial and moment loads.

BMG’s cable carrier systems are used in a range of industries, including manufacturing, mining, aerospace, construction, and power generation. They are designed to meet the rigorous demands of technologically advanced engineering. That’s according to Wayne Holton, the company’s Business Unit Manager, Bearings, Seals and Gaskets division. With the growing trend for longer component life and optimised utilisation of components, BMG has made a substantial investment in expanding our product range to meet specific customer needs.

BMG’s linear way products include linear guides, runner blocks, rails, ball screws, bushings and brackets. These are designed for use in diverse applications, including OEMs, the machine tool industry, packaging, beverage plants, robotics, brick and glass manufacturing, paper, pulp and wood industries, as well as for measuring systems.

Key to precise instruments are linear guides, which are used in conjunction with compact ball screws that are locked onto a platform and linked to a servo motor to produce linear motion. The primary function of the guide is to allow the platform to maintain high precision, high rigidity and high load motion. An international metals and minerals company which has set up a steel mill at Mandini intends to reject a contented that it will engage with the community and always follow best practice when taking on new employees.

United Steel, a division of Metso Minerals and Process Technologies Ltd, has acquired the business of Metso Minerals at the Isithebe Industrial Estate and is in the process of evaluating its final required workforce. The company has disassociated itself from allegations that jobs were for sale and condemned the protest action that took place outside its premises recently.

After Metso Minerals closed its foundry operations in December 2019, United Steel purchased the company’s assets, including the 20,000-tonne per annum metal fabrication and metal casting facilities. United Steel is also planning to construct a new steel mill to produce steel ingots and bars for various industries.

“Saguru said existing recovery technologies are generally employed by high temperature processes to recover the precious metals. When these exhaust components reach their end of life, there is an opportunity to recover the precious metals,” said Dhar.

The lab consumables business was started in 2018 after they secured their first round of grant funding. Initially it wasn’t meant to be a standalone division, but it took off. Seed Funding to develop a small scale plant. They are currently finalising an agreement with WITS Enterprise which will give their company full rights to the IP.

BMG’s cable carrier systems, which are intended to ensure smooth and quiet motion of machinery, extend from individual components to complete system solutions for more complex applications. Standard components are suitable for machine tools, cranes and steel, as well as medical and laboratory systems, while specialist components are required for demanding applications like industrial robots, offshore rigs and aerospace.

BMG also supplies custom manufactured systems for specific requirements. Cable carrier systems are available in heavy-duty steel and durable, lightweight plastic materials. The company’s slew ring bearings, which link two mechanical components on one axis of rotation, are capable of handling axial, radial and moment loads.

BMG’s cable carrier systems are used in a range of industries, including manufacturing, mining, aerospace, construction, and power generation. They are designed to meet the rigorous demands of technologically advanced engineering. That’s according to Wayne Holton, the company’s Business Unit Manager, Bearings, Seals and Gaskets division. With the growing trend for longer component life and optimised utilisation of components, BMG has made a substantial investment in expanding our product range to meet specific customer needs.

BMG’s linear way products include linear guides, runner blocks, rails, ball screws, bushings and brackets. These are designed for use in diverse applications, including OEMs, the machine tool industry, packaging, beverage plants, robotics, brick and glass manufacturing, paper, pulp and wood industries, as well as for measuring systems.

Key to precise instruments are linear guides, which are used in conjunction with compact ball screws that are locked onto a platform and linked to a servo motor to produce linear motion. The primary function of the guide is to allow the platform to maintain high precision, high rigidity and high load motion.
German lab backs moisture analyser performance

MICHELL Instruments announced recently that an independent report has confirmed the excellent measurement performance of one of its process moisture analysers.

The report undertaken by DBI Gas- und Umwelttechnik in Leipzig has demonstrat ed the OpitPEAK TDL600 from MICHELL Instruments offers stable, accurate and repeatable measurements of moisture in natural gas and is not affected by changes in background composition.

A total of 16 different experiments were carried out to test the TDL600’s capabilities in a range of background gas compositions, comprising energy-rich H-group natural gas as well as pure methane.

The evaluation involved different target levels of moisture together and further testing to determine any influence from the addition of associated gas components; Hydrogen, hydrogen-sulphide and methanol.

Test conditions for the OpitPEAK TDL600 closely mimicked varying process operating scenarios in gas processing plants and pipeline transmission.

The report’s author, Dr Rico Rockmann, said, “Overall the Michell OpitPEAK TDL600 displays very stable values, without outliers or incorrect measurements.”

The device uses the latest generation of tunable diode laser spectroscopy sensors to detect trace moisture in natural gas, down to the 0.01 parts per million level.

“Because it uses a non-contact sensing technology it is resistant to contamination and produces fast, reliable results in challenging applications such as changing methane concentration scenarios and sour gas,” local representative Instrotech said.

It has global hazardous area certifications and is available with a range of options. The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

No detours - the new smart valve sensor

The BroadR-Reach physical layer (BR-PHY) uses three-level pulse amplitude modulation (PAM3) signaling, limited to 33⅓ MHz band width, and a data scrambling technique to equalize power spectral density within the allocated band. It operates as a full-duplex communication with simultaneous Master-Slave communications, so is more challenging to test than previous-generation networks such as CAN, CAN-FD and FlexRay.

Until now, most automotive Ethernet testing solutions required insertion of a hardware directional coupler to separate the bidirectional data streams.

But such couplers can interfere with normal functioning of the network and deliver misleading test results.

The PicoScope Software Directional Coupler uses two non-intrusive differential voltage probing points a known distance apart, together with a novel ‘on-off’ velocity of propagation in standard RG58 or Cat5 cable, to create separate transmitted data waveforms in each direction. The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

German lab backs moisture analyser performance

MICHELL Instruments announced recently that an independent report has confirmed the excellent measurement performance of one of its process moisture analysers.

The report undertaken by DBI Gas- und Umwelttechnik in Leipzig has demonstrated the OpitPEAK TDL600 from MICHELL Instruments offers stable, accurate and repeatable measurements of moisture in natural gas and is not affected by changes in background composition.

A total of 16 different experiments were carried out to test the TDL600’s capabilities in a range of background gas compositions, comprising energy-rich H-group natural gas as well as pure methane.

The evaluation involved different target levels of moisture together and further testing to determine any influence from the addition of associated gas components; Hydrogen, hydrogen-sulphide and methanol.

Test conditions for the OpitPEAK TDL600 closely mimicked varying process operating scenarios in gas processing plants and pipeline transmission.

The report’s author, Dr Rico Rockmann, said, “Overall the Michell OpitPEAK TDL600 displays very stable values, without outliers or incorrect measurements.”

The device uses the latest generation of tunable diode laser spectroscopy sensors to detect trace moisture in natural gas, down to the 0.01 parts per million level.

“Because it uses a non-contact sensing technology it is resistant to contamination and produces fast, reliable results in challenging applications such as changing methane concentration scenarios and sour gas,” local representative Instrotech said.

It has global hazardous area certifications and is available with a range of options. The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

Automotive ethernet testing simplified with new analysis software

The BroadR-Reach physical layer (BR-PHY) uses three-level pulse amplitude modulation (PAM3) signaling, limited to 33⅓ MHz bandwidth, and a data scrambling technique to equalize power spectral density within the allocated band. It operates as a full-duplex communication with simultaneous Master-Slave communications, so is more challenging to test than previous-generation networks such as CAN, CAN-FD and FlexRay.

Until now, most automotive Ethernet testing solutions required insertion of a hardware directional coupler to separate the bidirectional data streams.

But such couplers can interfere with normal functioning of the network and deliver misleading test results.

The PicoScope Software Directional Coupler utilizes two non-intrusive differential voltage probing points a known distance apart, together with a novel ‘on-off’ velocity of propagation in standard RG58 or Cat5 cable, to create separate transmitted data waveforms in each direction. The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

The BroadR-Reach physical layer (BR-PHY) uses three-level pulse amplitude modulation (PAM3) signaling, limited to 33⅓ MHz bandwidth, and a data scrambling technique to equalize power spectral density within the allocated band. It operates as a full-duplex communication with simultaneous Master-Slave communications, so is more challenging to test than previous-generation networks such as CAN, CAN-FD and FlexRay.

Until now, most automotive Ethernet testing solutions required insertion of a hardware directional coupler to separate the bidirectional data streams.

But such couplers can interfere with normal functioning of the network and deliver misleading test results.

The PicoScope Software Directional Coupler utilizes two non-intrusive differential voltage probing points a known distance apart, together with a novel ‘on-off’ velocity of propagation in standard RG58 or Cat5 cable, to create separate transmitted data waveforms in each direction. The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.

PicoScope BroadR-Reach decoder can be used to display the contents of each data packet, aligned with the transmitted waveform. If required, two software directional couplers can be set up and decoded to show both the Master > Slave and Slave > Master communications at once.

The PicoScope decoder/analyzer enables engineers to solve the critical signal analysis and network verification challenges that they face when bringing those designs to market. It is included as standard with PicoScope and network verification challenges that they face when bringing those designs to market.
Enhancing port logistics with automation systems and engineering services

V**ERT** Energy – exclusive distributors for Leroy-Somer in southern Africa – offers automation systems and engineering services for container, dry bulk terminal and port material handling.

Leroy-Somer’s automation systems for port logistics operations encompass variable modular drives, high-efficiency motors and a dedicated Crane Management System (CMS). These compact systems are installed at harbours around the world, with the necessary power and control to maximise the automation, speed and reliability of cranes and material handling equipment.

“In conjunction with Leroy-Somer specialists, the Vert Energy team offers port operators completely new equipment automation services and also has the expertise to modernise existing port installed systems,” said Grant Robertson, Managing Director, Vert Energy.

“This not only extends the life-time of equipment and maximises benefits from the initial investment, but also increases safety on site and reduces operational costs. Furthermore, our eco-friendly fuel-saving solutions minimise environmental impact, by reducing CO2 emissions and decreasing equipment noise levels,” Robertson stated projects vary from small logistic machine automation, to comprehensive electrical turnkey port automation solutions.

“Specifically, our port logistics services comprise advanced drives and motors technology and scalable automation solutions, which extend from simple drive and motor convey or or hopper control, to complete crane or port handling equipment automation solutions. “Customised and technical services encompass consultation, installation, commissioning, training, maintenance and repairs, to ensure optimum performance of port equipment,” he said.

He said the benefits of modular drives systems and advanced automation systems include fast turn-around of entrepreneurs, quick checkout and/or freight, by optimising the loading/unloading and storage cycles. “Intelligent and safe automation solutions enhance efficiency of crane operators and also assist engineering maintenance staff to resolve and analyse faults,” he said.

Vert Energy’s LS drives and motor technology has special-ly designed features, to make port equipment safer. These include a range of motors and brake gear motors for static hold and dynamic braking and variable speed drives with built-in safety features for electric brake control and overspeed management.

Leroy-Somer’s Crane Management System (CMS) which monitors the physical and operating conditions of port equipment, on a real-time basis, is used to operate cranes, schedule maintenance, analyse faults, reconfigure the drives and provide crane production data. Single or multiple crane control systems communicate with the remote crane management system (RCMS) over fibre optic cables or via wireless communication systems, to reduce equipment maintenance and downtime. RCMS can be used at maintenance level for service monitoring, operations level for equipment availability and management level for performance data.

“Fault-tolerant modular AC drives systems are used to control crane and handling equipment movements, with built-in redundancy for continuous operations. “The differential GPS control sys-tem (DGPS) is a highly accurate and safe automatic steering for cranes and port equipment systems linked with the terminal operating system.” Leroy-Somer’s hoisting induc-tion motor range has features for improved crane performance, includ-ing high-speed for greater produc-tivity and low inertia for smoother start/stops or operations, as well as reduced maintenance requirements.

‘Smart’ queue management system for Level 3

**B**USINESSES resuming operations under Level 3 of the lockdown in South Africa face the challenge of not only complying with social-distancing regulations but ensuring that proper customer-flow management is in place.

An innovative solution called SMART-Q from Italian visual and acous-tic signalling device leader Sirena, is available exclusively from leading supplier ElectroMechanica (EM).

SMART-Q is a luminous acoustic signalling system for queue management. Its configu-ration consists of a steady green light with a ‘beep’ sound and a flashing red light mounted on an extension and support base. It is operated by means of a battery in the base, or by 200Vac mains power. Battery power allows for eight hours of continuous operation.

Two modes of operation are available: in automatic mode, the duration of the green-light period can be selected from two to 12 seconds. In manual mode, a simple remote control is used to change from green to red and then back again, all at the press of a button. “SMART-Q is the ideal solution for businesses looking to reopen and ensure that they remain accessible, while at the same time adhering to all regulations in terms of the COVID-19 pandemic. It allows for effective and safe crowd man-agement without any additional staff,” EM said in a statement.

“Convenient and easy-to-use, it empowers a business owner to decide when the next customer can enter, simply by clicking on the remote control button for the green light, or by setting a predetermined interval in automatic mode when there are many customers. This enhances the safety of both employees and customers,” EM said.

Sirena has been designing, developing and producing audible and visual signalling devices for the past 40 years, with over 200 customers in 70 countries.

Product ranges include MLINE modular and multifunctional signalising devices for industry, TLINE industrial traffic lights for access control, TWS signal beacons for the packaging industry and Sirena Touch 120dB electronic siresns for industrial sites.

Compact, modular mid-range PLCs

T**HE** Delta compact, modular mid-range AS series PLCs are high-performance, mul-ti-purpose controllers designed for all kinds of automated equip-ment, according to local supplier ElectroMechanica (EM).

They feature Delta’s self-devel-oped 32-bit SoC (System on Chip) CPUs for enhanced execu-tion speed (up to 40 k steps/ ms) and also supports up to 32 extension modules or up to 1 024 I/O points. The series provides accurate positioning control for up to eight axes via CANopen motion network and a maximum six axes via pulse control (200 kHz).

“The Delta AS series of PLCs is widely used in diverse auto-mated equipment such as electronics manufacturing, labelling, food packaging and tex-tile machinery,” said EM Product Manager William Cameron.

Features include a robust non-plane design and patented DIN rail clips for vertical mod-ule installation and replacement. iSPSoft editing software for pro-gramming, hardware configura-tion, network communication, system diagnostics and position-ing planning.

Avoid the purchase & use of sub-standard, dangerous electrical products & services.

Make a commitment to safety. JOIN TODAY!

For more information contact:

Connie Jonker: Tel: 011 396 8251
Email: connie.jonker@safehousesa.co.za

Barry O’Leary: Tel: 011 396 8117
Email: barry.oleary@safehousesa.co.za

www.safehousesa.co.za
FOCUS ON SUGAR

Jobs Fund partnership delivers sweet benefits to rural communities

A partnership between Tongaat Hulett and The Jobs Fund to accelerate socio-economic transformation in rural communities, which began in 2014, has proven its worth with more than 8,000 people still benefiting from the project.

The initiative, which created more than 3,000 jobs in Northern KwaZulu-Natal – an area of significant unemployment and poverty – has delivered significant on-going benefits to thousands of people who would otherwise have limited sources of income.

About R82 million has been distributed directly to beneficiaries in the past four production seasons – a significant amount given that it exceeds the wage earnings generated by the project.

“Tongaat has for many years invested in surrounding communities to help address pressing socio-economic challenges. This initiative is a clear example of how business can work together with government in a sustainable manner to not only address unemployment, but to deliver ongoing benefits to communities,” said Tongaat Hulett CEO Gavin Hudson.

“We are delighted that more than two years after the completion of the project, it continues to make a significant impact by providing incomes to thousands of people while at the same time productively farming sugar cane,” he said.

“A significant proportion of women workers that were engaged.”

Najwah Arie-Eidens, The Jobs Fund Deputy Director General: Employment Facilitation said the Fund’s objective was to ensure that the project was sustainable so that it could benefit the area for many years to come.

“The partnership with Tongaat Hulett has yielded a sustainable income source to communities most in need.”

“My Council is also deeply appreciative of the communities’ willingness to partner with us, too often they have been let down, without their co-operation we would not have had a viable project.”

“Tongaat and The Jobs Fund partnership together invested a total of R506 million in the initiative. It resulted in almost 11,000 hectares of sugarcane being planted over four years, with education, training and food security forming critical elements of the project.”

Hudson said Tongaat was committed to making an ongoing contribution to social upliftment, rural development and job creation: particularly when the COVID-19 pandemic was having a devastating impact on the economy.

“It is now more important than ever that such companies such as ours step up and play their part. We are doing so in a variety of ways and the sustainability ability of the initiative with the Jobs Fund is an important element of how we believe business can support communities.”

Dr Jeff McCarthy, the project’s independent monitoring and evaluation specialist, said the rural development and business process lessons of the project were particularly important, and the project could be regarded as best practice.

Despite an extraordinarily difficult local land and political environment, project managers have been supported by stable partners with a long-term outlook.

The local managers, in turn, have used a style that is sensitive to the community and they have implemented bespoke solutions to the unique characteristics of the area.”

“Overall, communities have been pleased with the use of local labour, particularly with the unusually high proportion of women workers that have been engaged.

Local equipment innovation makes its mark on global sugar sector

B O S C H Projects, with a regional office in Durban, has served the sugar industry, particularly with the unusually high proportion of women workers that have been engaged.

One of the key drivers of technology advancement in the sugar sector is the vertically orientated Continuous Vacuum Pan (CVP) design has become the preferred system of many of the world’s biggest sugar processing groups, said Neil du Plessis, Sector Manager, Sugar Equipment.

“The patented Bosch Projects Continuous Vacuum Pan (CVP) design has become the preferred method of many of the world’s biggest sugar processing groups, said Neil du Plessis, Sector Manager, Sugar Equipment. “When supplying a CVP for C2 boilers, we recommended to clients that we provide the full C station, which includes the CVP, the continuous vertical crystalliser and the continuous massexchanger. By offering the entire system, we guarantee optimum performance of the entire C station installation.”


The new SEW DRN IEC motors – Small, Compact, Light.

Introducing the new, energy-efficient IEC asynchronous AC motors from SEW-EURODRIVE (Pty) Ltd. Marginal changes have been made to the weight and dimensions compared to the globally successful IEC DRE series. The IEC DRN motors can be combined with the same gear units as the IEC DRE series.

Features: Class H, IP55, aluminium up to DRN180, cast iron from DRN200 and above, foot and flange mounting, multi-mount capable terminal boxes for convenient cable entry, and unique detachable feet for easy replacement and handling changes.

Power Range: 0.75 – 315kW
230 – 650Vvac

SEW-EURODRIVE – Driving the world

Query no: 20
Remote commissioning helps sugar mills improve quality, reduce costs

THREE 1.2 MW ACS880 mill drives and one 355 kW regenerative batch centrifugal drive have been remotely hot commissioned at Illovo Sugar’s four main sugar mills in Southern African and Indian sugar mill plants.

"These drives were to be commissioned under load in April at start of the crushing season," said Engineering technology company ABB. "However, our Southern African service team was unable to access the sites after the South African and subsequent Eswatini lockdowns were implemented in late March and early April. Illovo Sugar Africa had previously awarded the Variable Speed Drives (VSD) contract to ABB for the modernisation of its mills and centrifuges. Included in the scope was ABB’s remote commissioning solution, a condition-based maintenance service that predicts when drive components need replacing.

"With operations extending to remote areas across the sub-Saharan African region, condition-based maintenance provides precise, high-quality data that enables the delivery of an efficient, targeted maintenance programme. Analysis is easier and faster, and maintenance activities are planned based on actual need," ABB said in a statement.

According to the company, sugar centrifuge applications require one of the highest cyclic overload requirements in industrial motor control.

"ABB’s superior motor control algorithm DTC (Direct Torque Control) in the ACS880 drive ensures superior response time to set point change/load rejection. The ACS880-17 regenerative drive uses the DTC algorithm on both the motor control inverter and the regenerative supply unit, ensuring excellent motor control performance as well as clean and reliable loading on the supply.

"These unique control elements of the ABB drive help equipment owners achieve the shortest possible cyclic time, which ultimately results in a high production capacity from the same machine. Not only did the drives exceed the performance on the application, but it also offered a common technology platform across the range. Remote commissioning for these mills required an on-site network to be set up, which was installed by the site personnel under the direction of the ABB service engineer remotely. The remote monitoring hardware (part of the ABB Ability Remote Services for Drives product suite) was set up during the installation supervision phase by the ABB drives service department in anticipation of the wet commissioning.

Set-up and tuning of the drives under full load were successfully achieved via a stable NETA-21 VPN connection to the customer’s LAN. The batch sugar centrifuge is a special application demanding precise production under load due to very high inertia and high cyclic loading with full regenerative capabilities. The mill tuning under load demands high intermittent overloading and verified no resonances or torque pulsations.

"An extremely happy and satisfied customer was able to start-up these essential food services plants without any downtime due to the lockdown."

Premium grid couplings for sugar processing, production

BMG has extended its range of power transmission components to include its recently-upgraded Fenagrid Premium grid couplings, which it says are well-suited for harsh conditions in sugar processing and production.

Fenagrid Premium taper grid steel flexible couplings accommodate angular, parallel and axial misalignment between driving and driven equipment. These grid couplings also absorb considerable torque overloads, achieving smooth operation with considerable reduction of wear and tear on neighbouring components.

"The new Fenagrid Premium grid couplings are the result of the upgrade of multiple aspects of the previous generations and include dimensional, material and manufacturing improvements. These hubs are manufactured from a high-strength hardened alloy steel, to withstand extremely high torque loads," said Carlo Beukes, Business Unit Manager, BMG’s Power Transmission division.

Another important feature of the new Fenagrid Premium range, is that all couplings are dimensionally compatible with other leading power transmission brands. This means couplings can be interchanged quickly, with a minimum loss of production time.

The taper grids have a trapezoidal cross-section and are tempered to spring hardness and through a shot-peening operation, the surface molecules are compressed by high-velocity steel micro-beads. Beukes said the compression of molecules results in increased strength and flexibility, which means higher torque ratings and a longer L10 life. The grids are easily identified by the edging of the word "premium."

The grids have been designed to float, rock and pivot within the hub teeth. This provides generous capacity for misalignment, without producing detrimental axial loads on bearings that occur when couplings are misaligned.

These grids are also able to deflect torsionally when subjected to normal shock or vibratory loads. The taper grid system is a shock absorber for rotary motion, relying on the predictable resilience of the grid for torsional flexibility.

Due to their spring hardness and flexibility, these grids absorb impact by spreading the actual need," ABB said in a statement. According to the company, these energy-efficient transmission solutions potentially produce the same performance from older equipment and applications. "It can significantly produce more output power or torque by drawing even less power from the grid."

Applications for these mechanical and electrical transmission solutions in the sugar industry include milling tandems, bagasse transmission systems and boost mechanical efficiency.

"Planetary transmission drive systems provide localised assembled solutions, and cut down on lead times so that benefit sugar mills even further," the company said.
**COMPANY & PRODUCT NEWS**

**Demystifying ‘no work, no pay’ and other COVID-19 options**

**Employees** must understand that the COVID-19 and the national lockdown has not suspended employment rights, warns Grant Nirenstein, director at law firm Knowles Hussain Lindsay Inc.

“The disregarding of employees’ rights will prove to be a costly mistake, especially where this will prejudice an employee,” Nirenstein said.

Nirenstein said there are effectively four options for employers. The first is not to change the terms of employment, which under the circumstances may not be feasible. The second option is to implement a ‘no work, no pay’ policy, which is more prejudicial than reduced earnings or moving to short-time. Employees who refuse to agree to a payment reduction or imposition of short-time should judiciously consider their options, as an unreasonable refusal may, in itself, cause a career-limiting decision,” he said. This is because cost-saving measures such as these pre-generally not contemplated by employers who need not implement such measures.

**Local company develops non-flammable industrial surface sanitisers**

Ocal lubricant blender, Indy Oil, has formulated a water based industrial surface sanitiser that can sanitise and decontaminate non-porous surfaces. According to the company, the new product contains an FDA, EPA and NSF approved and ingreident proven to be effective against encapsulated viruses such as coronavirus as well as a wide range of microbes, bacteria and pathogens.

The Indy Oil Surface Sanitiser is suitable to be used in factories, on machinery, in equipment, in hospitals, nursecy homes and offices. It is also food safe making it perfect for use in food processing factories, restaurants and bars, where frequent disinfecting of equipment and surfaces is essential to meet strict health and safety regulations. Technical Manager, Jayne Bhanjan, adding that the product is non-flammable.

“With the constant surface protection using alcohol based sanitisers more frequent applications is required to meet the disinfecting needs of the COVID-19 pandemic. Alcohol based sanitisers are high risk in certain operations due to flammability, making their use dangerous in many commercial and factoery settings,” Bhanjan said.

“Alcohol based sanitisers also do not provide residual protection. In order to have constant surface protection using ethyl alcohol based sanitisers the sanitiser must be sprayed on a regular basis and rein situ,” said₫ Bhanjan.

Bhanjan said their sanitiser is a range of industries and it was important to us to develop a product that will assist them in fighting the COVID-19 pandemic. Alcohol based sanitisers are high risk in certain operations due to flammability, making their use dangerous in many commercial and factory settings.”

**New GM for forestry co-op**

ANNY Knoesen has been appointed NCT Forestry’s new General Manager effective July 1, 2020. He succeeds Patrick Kime who retires at the end of June. Knoesen is the third South African to head wood chipping operations.

“Danny is a proven leader with solid experience in business vision and the ability to bring people together. His experience in business integration, management and personnel management and administration have increased our confidence in his ability to lead the company,” said NCT Chairman, Philip Day.

The new co-operative in 2013, Knoesen has spearheaded major strategy and technical shifts including the move from NCT’s wood chipning export operations, most notably the restructuring of its mills. “This is certainly a most unusual and challenging time to take the helm,” he said. “However, I am delighted with the fact that, as an entity, we continue to operate and deliver goods and services for our clients.”

Knoesen joined the co-operative in 2013, Knoesen has spearheaded major strategy and technical shifts including the move from NCT’s wood chiping export operations, most notably the restructuring of its mills. “This is certainly a most unusual and challenging time to take the helm,” he said. “However, I am delighted with the fact that, as an entity, we continue to operate and deliver goods and services for our clients.”

Knoesen has managed to pick up new business in the turmoil of international markets, and we continue to aggressivly pursue new business as a company, as well as a community,” Knoesen said.

Local company develops non-flammable industrial surface sanitisers

“Any difficulty employers face is how to deal with employees who refuse to agree to a reduction of earnings or short time,” Nirenstein said. “This is a direct consequence of the lockdown regulations and not the employee’s choice. This situation – referred to as the ‘no work, no pay’ dilemma the employer is taking steps to salvage the viability of their businesses as many will not be open or will have limited capacity to produce goods.”

“The ability to bring peace of mind to our customers and the public that are exposed to areas of high traffic volumes including communal kitchens, bathrooms, reception and security areas.”

**Enquiry no: 27**

**Revealed: Africa’s best loved electronics brand**

At the 7th annual Brand Africa 100, Samsung was named the most admired technology brand in the Electronics/Computer category.

The continent’s best-loved brands were revealed in a global broadcast across multiple platforms which coincided with the opening of the stock exchanges in Kenya, Nigeria and South Africa, to dem- onstrate brand value.

“Samsung has an ongoing focus on harnessing the power of technology to empower consum- ers and be a part of the continent’s growth and prosperity. This is demonstrated in upliftment projects including Samsung’s Engage Africa programme which equip the youth to fulfil their true potential and work towards a brighter future for themselves and their communities,” said Dudu Mokhelo, Chief Marketing Officer at Samsung Central Africa.

Samsung was acknowledged as number 1 Most Admired Electronics Brand and third overall Most Admired Brand in Africa, across all categories.

This year marks the 10th anniversary of the launch of the Brand Africa 100.

**Enquiry no: 29**
Offshore terminal anchor leg replacements completed

During May 2020, AMSOL completed an anchor leg replacement project at the Single Buoy Mooring (SBM) for which preparations had been underway over the previous year. AMSOL provides specialised marine and terminal management services at the offshore terminal off Durban for client SAPREF, a joint venture between Shell Refining South Africa and BP Southern Africa, the largest crude oil refinery in the country.

Routine diver inspections of the chains indicated that a replacement of components of the mooring system was necessary. A replacement plan, which included the use of local SBM expertise to minimise costs and maximise existing resources, was drafted in 2016. Part of this plan included initially replacing the four northerly and southerly legs as these lie in the direction of the most environmentally induced stress in the mooring system.

According to AMSOL’s Terminals, Harbour Towage & Subsea Executive Norman Jensen, the planning and preparation work the project team conducted was vital in ensuring the successful completion of the project.

"The project methodology was developed in early 2019 and finalised at a joint operations workshop in July last year. May 2020 was identified as the best time to do the replacement project as it is statistically the best weather month for marine operations offshore Durban," Jensen said.

The project included several local subcontractors and suppliers to ensure maximum local content, with engineering consultants ZAA EPNA engaged to design working platforms for the SBM, which were cast in Durban. Glass reinforced plastic members were extruded in Tsheane, and the steel elements were fabricated in Durban.

In October of 2019, a Hazard And Operability (HAZOP) study workshop was held at the SAPREF Training Centre, bringing together key project stakeholders to ensure alignment and understanding of the complex nature of the project in the offshore environment; ensuring that safety standards were met to prevent harm to people, assets and the environment.

A few months later in March of 2020, a Methods Workshop was held and attended by the full Project ensemble of Client SAPREF, Contractors and Subcontractors, including representatives from Swire Pacific Offshore, EBH Shipyards and AMSOL. SAPREF then took on the responsibility for the procurement of the anchor and chain, assisted in system design by Shell technical authorities in The Hague. Shell requirements for Marine Assurance, Project Methodology Assurance, Dynamic Assurance and Dynamic Positioning Operational Assurance were successfully met thereafter.

Activity Specific Operational Guidelines and Activity Marine Operational Guidelines were also developed and implemented on board the Project Vessel Pacific Dolphin.

Experts answer questions from lockdown-hit small business owners

A panel of experts has been lined up to answer questions from small business owners who have been hit hard by the coronavirus lockdown.

Private higher education institution MANCOSA recently harnessed the support of subject matter specialists to provide free, expert advice on a range of important aspects of business management.

Following the widespread interest around the advice on various business matters that were posted on MANCOSA and Durban Chamber of Commerce’s websites, SMMEs were invited to ask their most pressing questions. The Q&A session was posted on the websites from 8 June 2020.

Professor Magnate Ntombela, Academic Director at MANCOSA, said: “Small businesses which are in ICU are being bombarded with information and advice from all sides. There is information overload. Some organisations are capitalising on the crisis and want to charge a fee for advice.  

MANCOSA business school decided to address the call from SMMES for bite-sized content that could be easily understood and would help answer the many questions small business owners have relating to tax matters, occupational health, human resources, how to apply for relief funding, coping with debts, property rental issues and managing the cash flow.

Durban Chamber of Commerce and Industry CEO Ms Palesa Phili said the biggest challenge facing leaders in the wake of the Covid-19 pandemic, is working out how to safeguard business continuity in an environment where the landscape is changing rapidly daily.
New TIBs help keep pipeline project green during the lockdown

KEEPPING its customers up-and-running during the lockdown and helping them with the same level of service and support that they are accustomed to has been a priority for Bobcat Equipment South Africa. This, according to National Operations Manager Brian Rachman, who said that an example of this is its relationship with Drizit Environmental, a local manufacturer of pollution control products. Drizit Environmental MD Greg Parton said: "Our relationship with Bobcat is recent, maybe only 12 months, but the equipment would be really useful for our clean-up work, so we started off with two small Bobcat TLBs, which have come in really handy.

The manoeuvrable Bobcat skidsteer loaders have a wide range of attachments that can be fitted, to increase their versatility and flexibility. Drizit Environmental acquired a hdraulically driven single- or double-bobcat to recover hydrocarbon oiled up oil and chemical spills on large road surfacess, such as following a tanker accident.

In such an eventuality, Drizit Environmental places mobile skidsteers on the road surface to remove the excess oil or chemicals so as to render the road surface safe for traffic. The single or double-bobcat is operated by the skidsteer loader. Similar applications are also encountered from contaminated sites.

Encouraged by the success of the Bobcat equipment, Drizit Environmental has just upgraded its Bobcat skidsteers (TLBs) to be deployed on a major petrochemical project. The TLBs will be used to clear up any contaminated soil to comply with the project site stay environments.

Commenting on the company's relationship with Bobcat, Parton said that it is a well-known brand with major traction in the market. "As a result, I have wanted to purchase Bobcat equipment for some time now. The service back-up is excellent. All promises made are followed up and delivered quickly."

Regarding the Bobcat equipment not only represents a low total cost of ownership but is backed up by superlative after-sales support, a key driver for any company. "The fact that we have been able to meet our customer's tightening requirements for specialised hazmat clean-up services has resulted in a long-standing relationship with Bobcat." Sales Representative Cindy Petersen said the main features of the Bobcat 873T TLB is its 75 kW power, which enhances its efficiency and productivity, and the fact that it is easy and simple to maintain and has low operating costs. "We offer a robust, high-quality product range, as proven by the fact that Bobcat is the global industry leader with over 50% market share."

LUBRICATION is often the most misunderstood part of mining operations. However, it is vital to note that as well as essential to ensure mining equipment remains safe for operation, this is a challenge that must not be underestimated. That's according to Bearings International (BI) Managing Director, Michael Wellm, who cited wire rope lubrication as an example. Traditional Wire rope lubricants are toxic and difficult to use, and the use of wax and petrol-based products is complex and hazardous processes just to prepare the wire. Users who purchase lubricants often fling off during use and drip onto floors and surfaces, causing health and safety risks.

He warned that poor-performing wire rope lubricants do not penetrate and lubricate to the core of the wire rope where frictional wear and corrosion is most dangerous, as it often not visible to the naked eye. This can lead to rope breakages, with serious implications for operational costs, production output and the safety of mining personnel.

Strobel contrasted this with wire rope lubricants from ROCOL, distributed by BI, which he said solve important issues for mining customers. "It is reduced, this makes application and checking bolts with a torque wrench, which is controlled by an electronic unit.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.

Engineers can review each step for how the thermowell was able to pass PTC criteria and have a refer- ence design, not just thermowell design, not just thermowell pas or fail. The onscreen image dynamically updates as tag data is input and the onscreen help feature identifies potential calculation issues like missing data or incorrect inputs. Users also get access to a full range of standard and specific material codes for a quick and easy way to review, collaborate, purchase and share information with project teams.

The new Thermowell Design Accelerator can be accessed anytime online at emerson.com/TermowellDesignSoftware and designs can be saved in the MyEmerson personalised digital experience.
THE newly released 2020 version of SANS 10400-T, ‘The application of the National Building Regulations - Fire Protection’, still does not adequately address all the issues related to fire-safety designs. This caution comes from ASP Fire CEO Michael van Niekerk, who noted that informal settlements and wildland urban fire interfaces, to mention a few, are not addressed. The acute lack of water and effective options to deal with it are also not included.

“Our latest sprinkler code is in draft format and is currently in circulation for comment. However, that is also not, to the best of my knowledge, a comprehensive standard like the American NFPA 13 standard for sprinklers,” Van Niekerk said.

Meanwhile, the Royal Institution of Chartered Surveyors (RICS) has collaborated with a coalition of over 70 international organisations to develop a new fire safety global standard. The project aims to bring reassurance to people across the world that the buildings and infrastructure they use follows the best worldwide expertise on fire safety, RICS reported in a statement.

“I believe that international collaboration makes perfect sense, because unlike politics or cultural differences, fire burns everywhere in pretty much the same manner. The development of a standard that includes knowledge, experience and skills from across the globe can only be of benefit to all,” Van Niekerk said.

The International Fire Safety Standards were open for global consultation until 23 March 2020, with the final international standard to be published later this year. The project brought together wide-ranging global expertise and attracted the support of the United Nations and World Bank.

“Fire knows no geographical or political boundaries,” said Gary Strong, Chair of the International Fire Safety Standards Coalition and Global Building Standards Director at RICS. “Along with this, the differing approaches to building fire safety across the globe can be inconsistent, ineffective and, in some cases, non-existent. There is an urgent need to deliver better safety for people’s homes, communities and workplaces.”

Mobile raiseborer really gives it horns

In response to customer requests for a different approach to the raise drilling and blading sequence, Sandvik Mining & Rock Technology’s describes its highly mobile Rhino 100 plug-and-drill raiseborer as a leap forward in mobility and drilling speed.

According to Twin Pule, Sandvik Mining & Rock Technology’s business line manager for underground drilling in southern Africa, the key to the Rhino 100’s mobility is being self-sufficient.

“This unit carries all its own components, from rods and cables to hydraulic and the raisebolting head. Pulled by a specially adapted double-axle John Deere tractor, no other transportation equipment is needed to move the rig,” said Pule, adding that fast set-up times and high drilling productivity made the Rhino 100 an integrated solution that allows mines to meet ambitious drilling targets.

“Outriggers stabilise the machine so there is no requirement for a concrete pad before setting up. This means that the machine can be set up in as little as 10 minutes, compared to the few days it takes to cast and cure a concrete pad before use. He said no roof bolting is required as the Rhino 100 is equipped with an inclinometer that provides the operator with the necessary x and y coordinates, which the surveyor can confirm before drilling starts. Its productivity is further enhanced by its high drilling speed; with penetration rates of about two metres per hour, it can progress drilling at more than double the rate of conventional methods.

“The rod-handling arm enhances health and safety underground, especially by preventing back and finger injuries. By carefully manipulating and changing rods without them needing to be placed on the ground, the automated arm also avoids dust and rock chips getting into the threads. This helps maintain the workflow and keep the whole process running efficiently.”

The 52-ton Rhino 100, at 3.1 metres wide and 3.4 metres high – has been designed to fit comfortably into a standard mine haulage, with easy mobility from one tunnel or stope to the next. Pule said that, judging by the number of enquiries from major mining players, the unit looks to have a promising future in southern Africa’s mining sector.

Compact infrared thermometers ideal for spot measurement

NDSTROTECH, local representative of Optris, manufacturers of non-contact temperature measurement devices – has launched CTiOrio, which it says offers many improvements and new features such as the low deadtime temperature of 375 °C, a maximum ambient temperature of up to 315 °C without cooling, and a green sighting laser.

According to the company, a point measuring infrared thermometer should be used if users know where the emissivity of the area to be measured is positioned within the application.

“The size of the measuring object is important to define which lens is necessary. It is therefore possible to quantify temperature and optimize processes – if necessary – before quality problems arise,” the company said in a statement.

It added that infrared cameras should be used in cases where more than one critical area exists or the area cannot be clearly defined. Critical areas can be localized by the camera through the demonstration of thermal images. The areas can then be permanently monitored by infrared thermometers.

Compact gateway for small-scale Modbus to KNX integration projects

ROOM automation projects in commercial applications such as hotels or office buildings are often of small scale, only requiring a limited number of signals from HVAC and metering devices to be integrated into a KNX system. Here, integrators are often faced with connecting rooftop units, fan coils, or meters, but these typically come with Modbus RTU slave connectivity as standard.

HMS Networks is addressing this situation with the new Intesis Modbus RTU to KNX gateway, a cost-effective protocol converter that supports up to 100 data points.

Described as easy to install with a compact form factor, the gateway features Modbus RTU master functionality for seamless integration of any Modbus RTU slave to KNX.

With separate interfaces for KNX TP and serial Modbus RTU (RS485) respectively, it enables bidirectional data monitoring and control of the integrated data. Power is supplied by the KNX bus.

Announcing our new, comprehensive range of Covid-19 Safety Products

For years you have relied on G.Fox for a comprehensive range of world class PPE & safety products. Now we are proud to offer you a complete basket of sanitisers and Covid-19 related products. Stock availability is guaranteed. So it’s no surprise, when it comes to protection and safety in the workplace you can trust G.Fox to deliver on quality, efficacy and availability.

Covid-19 Safety Products:

- Hand sanitiser
- Sanitising Wipes
- Sanitising Gel
- Hand Sanitiser Dispensers
- Sanitising Lotion
- Sanitising Gels
- Sanitising Wipes
- Sanitising Gel Dispensers
- Sanitising Lotion Dispensers
- Sanitising Wipes Dispensers

Contact us:

G. FOX DURBAN
Tel: +27 (0)31-274 0200
Craighwa@gfox.co.za

G. FOX RICHARDS BAY
Tel: +27 (0)35-789-5735
Vanessa@gfbox.co.za

Retail Partner: Proudly Bidvest

www.gfbox.co.za

Announcing our new, comprehensive range of Covid-19 Safety Products

For years you have relied on G.Fox for a comprehensive range of world class PPE & safety products. Now we are proud to offer you a complete basket of sanitisers and Covid-19 related products. Stock availability is guaranteed. So it’s no surprise, when it comes to protection and safety in the workplace you can trust G.Fox to deliver on quality, efficacy and availability. 

Covid-19 Safety Products:

- Hand sanitiser
- Sanitising Wipes
- Sanitising Gels
- Hand Sanitiser Dispensers
- Sanitising Lotion Dispensers
- Sanitising Wipes Dispensers

Contact us:

G. FOX DURBAN
Tel: +27 (0)31-274 0200
Craighwa@gfox.co.za

G. FOX RICHARDS BAY
Tel: +27 (0)35-789-5735
Vanessa@gfbox.co.za

Retail Partner: Proudly Bidvest

www.gfbox.co.za
Supply chain flexibility puts PC maker ahead of the COVID-19 curve

WHILE many tech sector manufacturers have been grappling with supply chain challenges due to global lockdowns and other measures aimed at combating COVID-19, PC maker Dell says it has weathered the storm better with South African input.

“Our supply chain has always been a strategic advantage to us, and we continue to leverage its flexibility to fulfill orders as quickly as possible,” said Francois Marais, Sales Manager at First Cut, who said Everising’s aftersales service.

He said this in an answer to questions posed about supply chain issues during the company’s recent online launch of a slew of new laptops and PCs.

So effective were the company’s measures that at one stage stocks of its products were building up freight forwarders faster than they could be collected, he said. “These results demon- strate that our team is executing well through challenging dynamics.”

Among the new products unveiled were several across Dell’s Latitude, Precision and OptiPlex portfolios, which boast not only advanced new features, but also providing part suppliers, sustainable packaging, and energy efficient designs.

The company has also announced that its Dell Optimizer automated Artificial Intelligence (AI)-based optimization technology is now available across Latitude, Precision and OptiPlex devices.

The built-in software learns how each user works and adapts to their behav- iour, enabling faster log-in and secure lock outs; eliminating echoes and reduc- ing background noise on conference calls; and extending battery run time.

While Dell has reengineered its Precision workstation portfolio, designed to handle demanding workloads like intensive graphics processing, data analysis and CAD modelling.

‘Rat trap’ proves not all greases are created equal

LUBRICATION Engineers (LE) South Africa uses a simple mechanical test tool called the “rat trap” to demon- strate how two supposedly similar lubricants could behave differently under pressure.

“People often think a grease is a grease is a grease,” said Callum Ford, National Marketing Manager at LE South Africa. “However, greases are used for many a wide range of applications that they are specialist products for specific uses. They differ massively in viscosity and their properties. For example, some greases are the consistency of honey; and their properties. For example, some greases are the consistency of honey; and their properties.

“We use the rat trap to show people how two lubricants with the same NLGI grade react differently to the same force or pressure over time,” said Ford.

The rat trap is a simple brute force tool that snaps a spring-loaded clapper onto two metal plates. We apply one grease to the one plate of the apparatus while another is there plate, and then LE’s equivalent NLGI grease to the other.

“We then pull back the spring-loaded clapper. When we release it, it hits both plates with the same speed and force. We then compare how the two lubri- cants have reacted. We often snap the device several times to simulate what happens over time or continuous use.”

Greases use Almasol, a solid wear-reducing additive that is able to withstand extremely heavy loads, chemi- cally attack and temperatures up to 1,038 degrees Celsius. It is attracted to metal surfaces, forming a microscopic layer, but not building on itself or affecting clearances. Almasol minimises metal-to-metal contact and the resulting friction, heat and wear.

With two different lubricants applied to the rat trap, a grease without Almasol inevitably�elays from the joint where it’s been applied much quicker than one that contains this additive.

“The non-Almasol grease loses its flexibility much quicker and is also more greasy,” said Ford. “Each of our unique, pro- prietary additives has been designed to yield specific benefits. This is a tangible way we can show our customers exactly the difference Almasol can make in protecting their equipment.”

Cutting-edge partnership delivers premium equipment, support to SA steel fabricators

T AIWAN-based capital equipment supplier Everising’s long-term col- laboration with South African repre- sentative First Cut, has enabled local customers to successfully streamlining their production equipment and pro- cesses, by providing quality equipment, superior technical support and reliable aftersales service.

That’s according to Anthony Lezar, General Manager of the Machine Division at First Cut, who said Everising had been producing mid-to-large size band saws and circular saws since 1982 that were used by some of the top manufacturing, steel fabrication, and processing facilities in South Africa and abroad.

Commenting on the part- nership, he said, “This has resulted in a large installed base of some 1 500 band saw machines at First Cut’s cus- tomers — many of whom have pur- chased several machines from us over the past 17 years.”

He cited recent upgrades to the popular P-series circular saw and E-series bandsaw ranges as examples of incremental innovations that had contributed to improved data transfer in terms of speed and volume, enabling customers to reduce production costs by speed- ing up cut-ting times.

“In any manufacturing environment, the bandsaw is the production man- ager’s best friend. Fully-automated bandsaw bandsaw can have a significant efficiency producing goods, as well as the capability of fabricating businesses or steel merchants, for example,” said Fracisco Marais, Sales Manager at First Cut.

Supply chain flexibility puts PC maker ahead of the COVID-19 curve

Enquiry no: 41

Sustainable access flooring from old tyres

BAC Flooring’s Raised Flooring division now has the capacity to provide what it says is a unique form of recycled rubber raised flooring which uses rubber crumb cradles made from recycled truck and trailer tyres.

In addition to rubber crumb cradles, the KBAC Raised Flooring InstaCrade system employs cradle packers, timber battens, and chipboard or plywood as the prime component. It can form high performance acoustic and sports floors which can accommodate a variety of floor cov- erings – both temporary and permanent.

The company’s head of the Raised Flooring division, Guy Park, said installation of the rubber crumb cradles – which have a 60-year guarantee – is simple and cost-effective.

“We use the rat trap to show people how two lubricants with the same NLGI grade react differently to the same force or pressure over time,” said Ford.

The new ultra-premium Latitude 9000 series and completely redesigned 7000 series fea- ture machined and brushed aluminium designs; long battery life, an array of ports; and expansive, four-sided narrow border displays.

“They’re available with 10th Gen Intel vPro processors and Intel Wi-Fi 6 (Gig+) for those who need it,” said Chris Buchanan, Client Solutions Director at Dell EMC South Africa, adding, “The new E-430 delivers the latest capabilities and require- ments of speed, economy and accu- racy. Importantly, it performs in terms of sustainability by creating less material waste and using less power.”

“Rat trap” proves not all greases are created equal

Enquiry no: 42

Sustainable access flooring from old tyres

Enquiry no: 43

Enquiry no: 44
Getting rid of rubbish during COVID-19

The NSK academy, an online training module with a recommended price tag of R16,999 including a time-of-flight depth sensor for better background blur (bokeh) effects. The P40 Pro is now available from all mobile operators and the official Huawei Store. The P40 and P40 Pro come with a recommended price tag of R16,999 and R20,999 respectively and follow the earlier launch of the mid-range R6,499 P40 Lite.

During a live stream launch event, Huawei said its P40 series was the “king of smartphones” thanks to the cutting-edge camera technology with Kirin 990 processor, and the sleek and slim design. The P40 comes with a triple-camera system from long-time Huawei partner Leica, and that home brews laced with lethal methanol are still being widely produced countrywide by locals who cannot afford to buy liquor. Benn said the fact that bottles of methanol, in the form of lacquer paint thinners, are widely available from retail outlets, should be of deep concern to the government. ‘The Department of Health years ago agreed that methanol had undergone the necessary Socio-Economic Impact Assessment (SEIAS) study and legislation for its banning was with the Department of Monitoring and Evaluation for approval. This gave SAPMA hope that methanol would soon be regulated, and perhaps manufactured and marketed in South Africa rather than imported from China. While they run on a legitimate version of the Android operating system, the trade ban prohibits HMS and other technology from US-based companies, from being installed on any new Huawei devices. So, the company is toting Huawei Mobile Services (HMS) as a viable alternative to GMS, offering its own messaging, calendar, gallery, web browser and other key apps. In recent weeks it has been bringing on board major South African brands, some of them are in the form of Quick Apps, such as Dietplan, which can be seen as a direct competitor to the KaiOS AppGallery. According to Huawei, Quick Apps is an app ecosystem that houses a new type of installation-free app that updates automatically.
Durban company launches 80% alcohol hand sanitiser

THE Ferro Group has developed Ferroclean, an 80% alcohol-based disinfectant hand sanitiser made in South Africa.

“The risk of citizens buying hand sanitisers, at excessive prices, that do not meet industry standards, motivated the company,” said Johnson, the National Sales Manager, for Masslift Operations. “Ferroclean, then undergoes further purification by the Ferro group using ion exchange resins to produce de-ionised water.”

According to the company, the repair does not remove any traces of toxic heavy metals. Deionised water is classified as “purified water” in accordance with the US Pharmacopeia (USP) guidelines.

A further purification step is applied, that satisfies the requirement for “protection against microbial contamination” and that involves the use of a hydrogen peroxide in the formulation which destroys any bactericidal spores that may still be present in any of the raw materials used or on the inside of the packaging.

The hand sanitiser is available in bulk tankers of 25,000 litres and pack sizes of 5-litre jerry cans, 25-litre kegs, and 250-litre drums, with a minimum order quantity of 540 litres (1 pallet).

For only R126.50 per order quantity of 540 litres (1 pallet).

Top sales award for tireless brand ambassador

WINNING the KZN Industrial & Business News Top Sales Award of the Year took Liesel Johnson, a seasoned sales con- trols expert, by surprise.

“I am initially really shocked – albeit pleasantly! After a while I gathered my thoughts and real- ized what a privilege this award is,” Johnson said.

She expressed her passion for the company and belief in its technology and products give her a sense of reliability and trust.

“I am a huge ambassador for Rand-Air, simple. Not only do I know the intricacies of my prod- ucts, I also believe in them, unwa- vering. I do not sell value in the products and I am selling you,” Johnson believes that custom- ers hire her before they hire the products because, “People buy from people they know, like and trust.”

Her deep technical understand- ing of the Atlas Copco technol- ogy and products which Rand-Air – such as their compressors and generator ranges – has been assimilated over several years, providing customers with a sense of reliability and trust,” she said.

Johnson also goes the extra mile to make herself available on any data chats, at any time suitable to her clients, in an attempt to be on call 24 hours, which strengthens her rela- tionships.

“My accessibility doesn’t stop at five o’clock. I keep contact with clients even after office hours, which actually makes me feel like I actually care, not only contacting them for sales.”

Safier, cleaner, more efficient: demand for lithium-ion driven forklifts surges

DEMAND for lithium-ion driven forklifts is increasing as companies who are willing to step into this new era pose to see numerous benefits around safety, effi- ciency, and maintenance in comparison to their lead-acid battery predecessors.

That’s according to Hugh Golden, National Sales Manager, for Masslift Rand-Air, the sole distributor of Mitsubishi forklifts in Southern Africa.

“The demand in South Africa is growing annually. One reason is that legislation will inevitably move towards minimising the use of diesel forklifts around food products. We are also seeing several clients moving away from diesel or LPG (gas) forklifts due to the emissions costs and associated with LPG.”

Golden said that he anticipates a major change in the demand for li- thium forklifts over the next five years, and that lithium-ion will likely be the preferred choice over the more tradi- tional lead-acid batteries as it outper- forms in several areas.

“Lithium-ion batteries have a longer lifespan, usually between eight years or 12,000 to 20,000 hours, and this is a battery that is completely mainte- nance-free. “According to Golden, this is the main reason for needing to consider when looking at the costs of lithium- ion versus lead-acid battery-powered forklifts. “Yes, lithium-ion batteries are around 1.5 to two times the price of lead-acid but you are getting a longer lifespan and saving on maintenance costs.”

Lead-acid batteries need to be main- tained daily by topping up each cell with deionised water and cleaning the battery of spilt acid with a wet cloth to prevent track failure. Failure to top up the battery results in oxidation which damages the plates and decreases the battery lifespan.

Additionally, numerous health safety risks can arise when the battery is not cleaned. The battery terminals can start to corrode which can cause the battery to catch fire. Acid also corrodes the tank and wiring which are costly to repair. By contrast, lithium-ion batteries do not require zero maintenance throughout their lifespan.

Lead-acid batteries are heavy, and that leads to higher fuel costs for trucks that carry them around. When the truck takes a break – for example during tea breaks etc.”

The operational benefits of not requiring a second battery for your battery shifts include the fact that there then is no need for a battery bay which allows much greater flexibility in your charging. Lead-acid batteries must be charged for eight hours to charging and uptime. Lead-acid batteries are ready to charging and uptime. Lead-acid batteries take a break – for example during tea breaks etc.”

But rather than taking offence and immediately rejecting these offers, sellers could take a deep breath, recognise that they are (in most cases) only intended with opening bids in a negotiation, and get ready to make counter- offers as that negotiation reaches a conclusion, said Berry Everton, CEO of the Everest International property group.

“Sellers should take the view that a low offer is not better than a total lack of interest. It is an opportunity to lead to a satisfactory outcome - if han- dled correctly by a qualified agent and skilled sales team. And of course they always retain the right to accept or reject any offer at any stage before the sale agreement is signed.”

On the other hand, he said, it is important to recognise that there is so much market infor- mation available online now that serious buyers will have a very good grasp of current selling prices. And of course they always retain the right to accept or reject any offer at any stage before the sale agreement is signed.

“WITh interest rates at their lowest levels in decades and a huge choice of inventors and buyers, investors are making really prudent decisions in the hope of picking up property ‘bargains’.”

But rather than taking offence and immediately rejecting these offers, sellers could take a deep breath, recognise that they are (in most cases) only intended with opening bids in a negotiation, and get ready to make counter- offers as that negotiation reaches a conclusion, said Berry Everton, CEO of the Everest International property group.

“Sellers should take the view that a low offer is not better than a total lack of interest. It is an opportunity to lead to a satisfactory outcome - if han- dled correctly by a qualified agent and skilled sales team. And of course they always retain the right to accept or reject any offer at any stage before the sale agreement is signed.”

On the other hand, he said, it is important to recognise that there is so much market infor- mation available online now that serious buyers will have a very good grasp of current selling prices. And of course they always retain the right to accept or reject any offer at any stage before the sale agreement is signed.

Enquiry Service

For more information on product or service news please circle the number relevant to the article then turn to KZN Industrial & Business News P.O. Box 33222 Warwick Farm 2170 or visit www.kznindustrialnews.co.za.

Name: ____________________________________________
Surname: __________________________________________
Designation: ______________________________________
Company: _________________________________________
Address: _________________________________________
Tel: _______________________________________________
Fax: ______________________________________________
Email: ____________________________________________
Postal Code: ______________________________________

Enquiry no: 49

Enquiry no: 51

Enquiry no: 52

For only R126.50 per order quantity of 540 litres (1 pallet).