A GRI-BUSINESS investor Zeder looks determined to own 100% of Bellville-based fruit exporting Capespan. Zeder has made an awfully generous offer to the 25% shareholding in Capespan that is in the hands of minority shareholders—arguably underlining an unsuable belief in the future promise of a business that has always not delivered consistently on profits over the years. The question then is what Zeder—which is renowned for making astute agri-business investments—is really seeing in Capespan?

The company’s fruit division—the biggest segment by revenue—saw total volumes hampered by lower production yields from the southern hemisphere as well as the negative impact of Citrus Black Spot on citrus volumes from South Africa. Capespan MD Johann Dique said total fruit volumes in the year to end December decreased by 11% when compared to the prior year. But he noted that similar pricing in original currencies were experienced, which meant revenue increased marginally due to the weakening of the Rand.

Although the overall performance of the division was 26% down on the previous year, there were some bright spots. Dique said operating results from fruit pallets handled.

Low hanging fruit at Capespan?

“that was long overdue.”

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Continued on P6

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So long Sekunjalo, hello AEEI

Last month Sekunjalo changed its name and celebrated its strongest set of interim results.

Cape Town foreshore building breaks ground

KPMG Place is the first commercial building for years to be built along the “frontline” of the Foreshore area.

A new R400m mixed-use tower at the gateway into the Cape Town CBD will house the offices of KPMG and become a beacon for green development in the city.

What will become the new home of CBD-based accountancy firm KPMG has just commenced construction in the Foreshore area of the Cape Town Central City, on the corner of Martin Hammerson Way and Christian Barnard Street.

Craig Armstrong, spokesperson for the developers, FWJK, announced that construction work had begun on KPMG Place, a R400m project being developed for the Pietermaritzburg-based Ducatus Group and the first commercial building for a number of years to be built along the “frontline” of the Foreshore area running alongside Nelson Mandela Boulevard.

The Chairperson of the Cape Town Central City Improvement District (CCID), Rob Kane, notes that this is part of a massive reurbanisation of the Foreshore area. “As the CCID, we define this area as stretching from Riebeek Street and Old Marine Drive down to Table Bay and Nelson Mandela boulevards, and bordered on either side by Buitengracht and Christian Barnard Street.

“Of the more than R7bn of
Maximise the demonstration opportunities at exhibitions

The international iF Product Design Award 2015 goes to the Atlas Copco LT Rammer Rammers. For over 60 years, the IF Design Award has been recognized all over the world as a label of design excellence, identifying outstanding achievements in design.

"Thorough research and a tight cooperation between R&D and our Industrial Design Team has been success factors in the development of the new LT Rammers," says Fredrik Hägglund, Manager Technical Development Light Compression Equipment. "With a strong user focus, we managed to increase the balance of the machine, making it extremely easy to handle."

The new Atlas Copco LT Rammers are designed for compaction work in confined areas. The product is a result of research and customer input. One of the major improvements is that the rammer is made lighter and more user-friendly, which facilitates handling. For example the visibility is considerably enhanced. In order to get full visibility of the foot, the operator needs to lean 50% less to the side.


Kubota launches mini-excavators

The zero boom-swing and zero tail-swing features of the mini excavator are integral in changing the dynamics of construction sites.

The integration of these two crucial features, plus its dominant position globally in the field of compact industrial diesel engines below 100HP, has made Kubota’s successes in the mini-excavator market unparalleled," says Tom Bloom SPE General Manager construction equipment.

"By the end of 2008, Kubota had sold more than 340,000 mini excavators and since then it has enjoyed the No.1 market share worldwide. In particular, the X80 and X100 have taken the world by storm and we expect no different in the Southern African market."

In its more than 36 years’ involvement in the mini-excavator industry, Kubota says it has continuously set a high standard with technologically innovative products that have rocked the industry. The integration of the zero boom and tail swing was one such innovation. Others, which also helped create the customer’s expectation of compact construction machinery, included the pioneering, advanced features of Auto Idle, which helps save up to 10% fuel, an LCD panel with self-diagnosis function and Kubota’s renowed ‘three pump’ hydraulic system, which uses three independent pumps for boom, arm and swivel for more efficient bucket operation. The noted high capacity control valve and hydraulic variable pumps enable superior performance, shovelling and loading.

SPE claims an enviable reputation for its excellent service levels. Its countrywide footprint of dealers and service facilities ensures that its customers get the best possible service 24/7. Thomas Bloom is confident that in this market upturn is the primary concern of our customers. “It is good to note that we have invested time and money in developing Service Excellence, ensuring there is a dedicated team understands that service excellence is the foundation on which our company stands and our track record throughout the organisation speaks for itself,” says Bloom.

Atlas Copco LT Rammer receives renowned iF design award

THE international iF Product Design Award is a label that covers over 60 years, the Atlas Copco LT 6005 Rammer launches. For over 60 years, the

"It goes without saying that your stand should be planned and designed to meet your goals, and that your exhibition staff should be properly trained. During the show your staff are your most important tool, says Malherbe."

"Make sure you keep them eager and motivated by holding a briefing every morning to remind them of your goals. Ensure staff look as if they are keen to interact with prospects walking past the exhibit. There’s no point in going through all of this and then having staff hiding behind their newspapers or laptops ignoring visitors!"

And don’t forget about the staff back at the office. Make sure they know your company is exhibiting and that they invite prospects and customers to visit.

"There’s work to be done once the show is over. ‘Sit down with your team and discuss honestly what worked and what didn’t,’ says Malherbe. ‘It’s obviously also vital that you follow up on all contacts,’ he adds. Use your email list to direct mail customers and partners to tell them what they can expect from you at the exhibition, and create added buzz about your stand via social media like Facebook and Twitter. Advertise your presence on your website, or you could even create a one-off website for this purpose."

The Kubota mini-excavator range – which includes launchings in South Africa by Smith Power Equipment (SPE) – is already in huge demand, according to company CEO, Johnny Malherbe.

‘What do you think a website or brochure is worth more than feel and see a product in action? ‘In spite of the move to the internet, sales in the industrial sector still rely hugely on face-to-face selling. The ability for a prospect to touch and feel and see a product in action is worth more than what a website or brochure can offer. And this year we have more demonstrations lined up than ever before. It’s about interactivity between exhibitor and prospect,’ adds Malherbe.

Now recognised as the Western Cape’s longest-running industrial trade show, this year’s event will take place at the CTICC from 1 to 3 July. Attendances over the years have averaged 3,000 focused prospects, each one of these having taken the time to attend and review the products and services on offer.

In addition to the demonstration area a Speaker Series will also be scheduled. Companies wishing to launch a new product or service will be offered the opportunity to make use of the facilities. Exhibitors confirmed this year include industry leaders such as Afrox, Compax, ABB, Festo, Linamar, Reutecon, ITA Karcher, APC Storage, ACDC Dynamics, Toyota Forklift, Woodward, and a host of other exhibitors covering almost every aspect of the industrial sector in the Western Cape. ‘Exhibitions are a great sales and marketing tool. But setting specific, measurable goals is the single most important thing you can do,’ says Malherbe. ‘What do you want to achieve by being at the exhibition? Do you want to generate sales and leads, launch a new product, test new ideas, gather information, or motivate your staff and business partners?’

That done, you want to make sure that your existing customers and business partners, and any potential new ones, know all about it – and technology is one of the easiest and best ways to do this.

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SPACE: at this year’s Industrial Showcase Cape is filling up fast, and it’s the use of the demonstration area that has got exhibitors attention, says event organiser Johnny Malherbe.

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