

# PROQUESTS

# MAGAZINE

**September October 2019**



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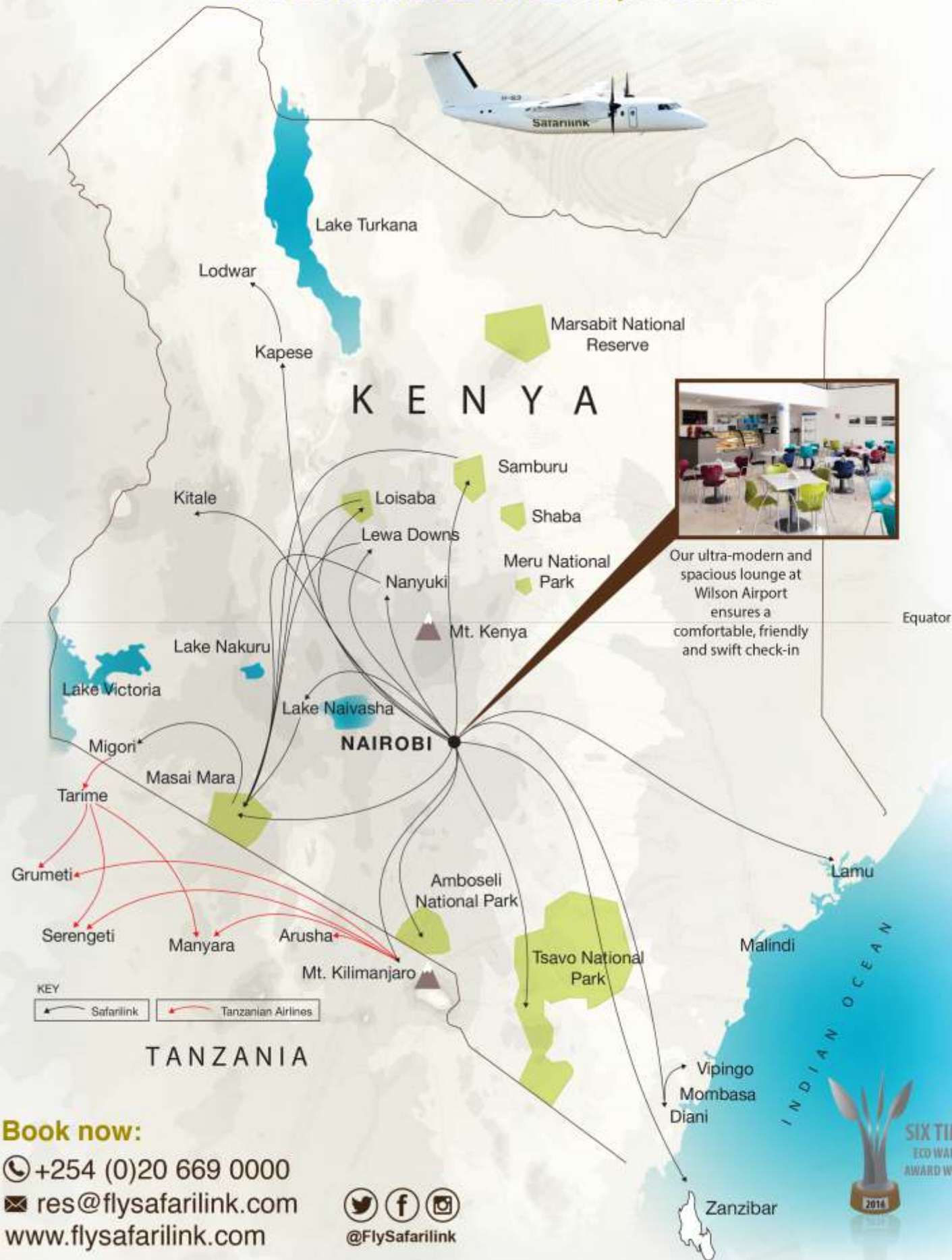
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# Construction support ltd

Year of incorporation - 2004  
Operations commencement - Aug 2004



TE 2-A22

**Vision**  
To achieve mind top of position as a solution provider to building and construction industry by addition of value through technology.



TE 700 AVR

Construction support ltd is committed to research in building & construction challenges. we offer solutions which are pro - actively marketed to the industry. Competent staff, through continual training, will provide smart solutions to building & construction industry.



TE 1000

## RESOURCES

- Staff
- Engineers - 2
  - Technicians including sales - 6
  - Counter sales - 1
  - Administration and support staff - 2
  - Sales vehicles - 4

## PRODUCTS

- HILTI
- Covers:
  - We are the exclusive HILTI agent in kenya
  - mechanical anchors
  - Chemical anchors
  - Power tools
  - Screws
  - Chemicals
  - HILTI tool repairs Equipment hire & service
  - Tools and plant available
  - Core drilling - 3DD 130 HILTI rigs
  - Hammer drill sand screw guns
  - Hydraulic rock and concrete splitter
  - Compressor
  - Floor saw - 200 mm depth
  - Re - bar scanner up to 180 mm depth
  - Under water glue
  - Crack A g . - Non explosive demolition agent for concrete and rock
  - Specialist screws.
  - Galvan Cold galvanizing spray



TE50-AVR



Te60

## CUSTOMER BASE

- Building and construction companies - 9 5 0
- Plumbers - 25
- Air Conditioning contractors - 22
- Electrical contractors - 33
- Telecoms contractors - 82
- Manufacturing - 15
- Total buying base 1450

## Business Concept

- Research – We actively observe what our customers do . We brainstorm on abstract possibilities on how else similar tasks can be performed efficiently.
- Source - We exhaustively search world wide for suitable technological solutions to solve our client's challenges.
- Market - We market solutions through a personalized one to one customer / technical

rep. interaction and when necessary we offer a demonstration.

## SALES GROWTH

- 2005 - 88% Over 2004
- 2006 - 37.6%
- 2007 - 70.2%
- 2008 - 32%
- 2009 - 25%
- 2010 - 20%
- 2011 - 27%

## TURN OVER

- Turn over 2012 = 93 million
- Turn over 2013 = 105 million



Te2000

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## Contributions

The editors welcome news items, press releases, articles and photographs relating to the Construction Industry. These will be considered and, if accepted, published. No responsibility will be accepted should contributions be lost, damaged or incorrectly printed.

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**OUR STRENGTHS**

- Our Strengths
- The team - Competent, experienced and highly motivated.
- The product - quality and focused
- Relationships. - We continually value and invest in customer loyalty.
- Specialized unit – Goal oriented.
- Style - We ensure that the customer is trained via product demonstration.
- Resources - We have the ability to fund substantive expansion from internal sources.
- Market - The team is well recognized by the construction fraternity engineers, Architects and contractors as solution providers
- Ability - Stocks and equipment are professionally managed.



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# PURPLE HAZE APARTMENTS, NAIROBI

A reality, a dream come true, actualization of an architectural design is not sufficiently enough to describe the luxurious units that have come to completion in the newly developed purple haze apartments. Ready for occupation, all apartments ready for you to move in. First people moved to Purple Haze from 1st September 2019. Occupation will be on the basis of renting or purchase.

Purple haze apartments is a state of the art development that comprises of 216 units located on 2 acres piece of land. It is divided into 2 similar blocks housing 102 - 2 Bedroom apartments and 102 - 3 Bedroom apartments each with 12 sumptuous penthouses that give a generous view Nairobi skyline.



Purple haze apartments while under construction

Apartments are fitted with European products; Kitchens from Italy, Bathrooms from Spain's, Tiles from Spain, Oven, microwave, gas and electric hobs from Germany, Tafwares and WC from Germany. Solar heating and LED lighting in all apartments.



Purple haze apartments is enhanced with a reception that is opened 24/7 for all time customer quality service delivery.

Are you tired of living in an ordinary apartment surrounded by an absolutely mundane environment? Come to Purple haze apartments in Nairobi, a residential development well tailored to give you and your loved ones a touch of luxury and relaxation.



Purple haze apartments at almost completion stage.

The development sits on a prime location along Kitale Lane, off Dennis Pritt Road, Kilimani (near State House Nairobi). It is centrally located, it is easy to access and it is connected to the main roads. In addition, these beautiful apartments are located near shopping centers, dining areas, recreational facilities, good schools and good hospitals among other facilities.



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*Durable and luxurious interior decorations and fittings*

Purple Haze Apartments is an award winning design from the International Property Awards. In addition, it emerged the best Architecture in Kenya & Africa 2016-17 as well as best residential development in Kenya & Africa 2018-19. It won the Africa-Middle East 2016 - 2017 awards for the Best Architecture Multiple Residency in Africa and Best 5-star rating on design and quality category. It was designed by Singaporean Architect, Amity Moody of Wave Design Consultants. Moreover, among the seven continents competing, Purple Haze Apartments

proved to be the best by taking second position in the overall international award category.

Working together with the architects to make Purple Haze Apartments a reality is Edifice Limited Firm. The firm prides itself in providing expertise in innovative and quality design, finance and project management. The firm has over 20 years of experience and over 15 successful quality projects delivered on time. It targets projects such as; commercial, residential, hospitality and mixed use. According to Edifice Limited, Director, Mavji Varsani, Edifice raised equity and sourced property financing from Commercial Bank of Africa in order to facilitate mortgage purchases.

Purple Haze Apartments are now open and available. They have high quality facilities and amenities designed to suit your needs and they include the following;

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- Guarded gates with 24hr CCTV surveillance.
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- Full back up generators
- Steam, Sauna, Pools
- Heated pool for Children and adults

#### ACCESSIBILITY

- 2 parking per apartments
- 6 high speed lifts
- Convenience Store



*Purple haze apartment convenient duka store*

- Passenger and goods lifts
- Laundry services
- On the go restaurant

#### ACCESSORIES AND FITTINGS

Spanish Tiles (Pamesa)  
 Spanish Bathroom Vanities  
 Fully fitted wardrobes  
 German sanitary ware and bathroom fittings  
 Italian Kitchens complete with appliances  
 Semi – Fitted kitchens  
 Each apartment has a self-contained en suite DSQ

#### RECREATIONAL AND OTHER FACILITIES

- Club house
- Koroga / Party Areas rooftop gardens
- Landscape areas
- Vertical gardens and water bodies
- Cigar room
- Communal areas to hold parties near pool with kitchen and events room
- Concierge services

- Library
- Solar,
- Steam & Sauna
- Gym

For purposes of physical fitness, the gym is located within the vicinity.



*Lucrative swimming pool*



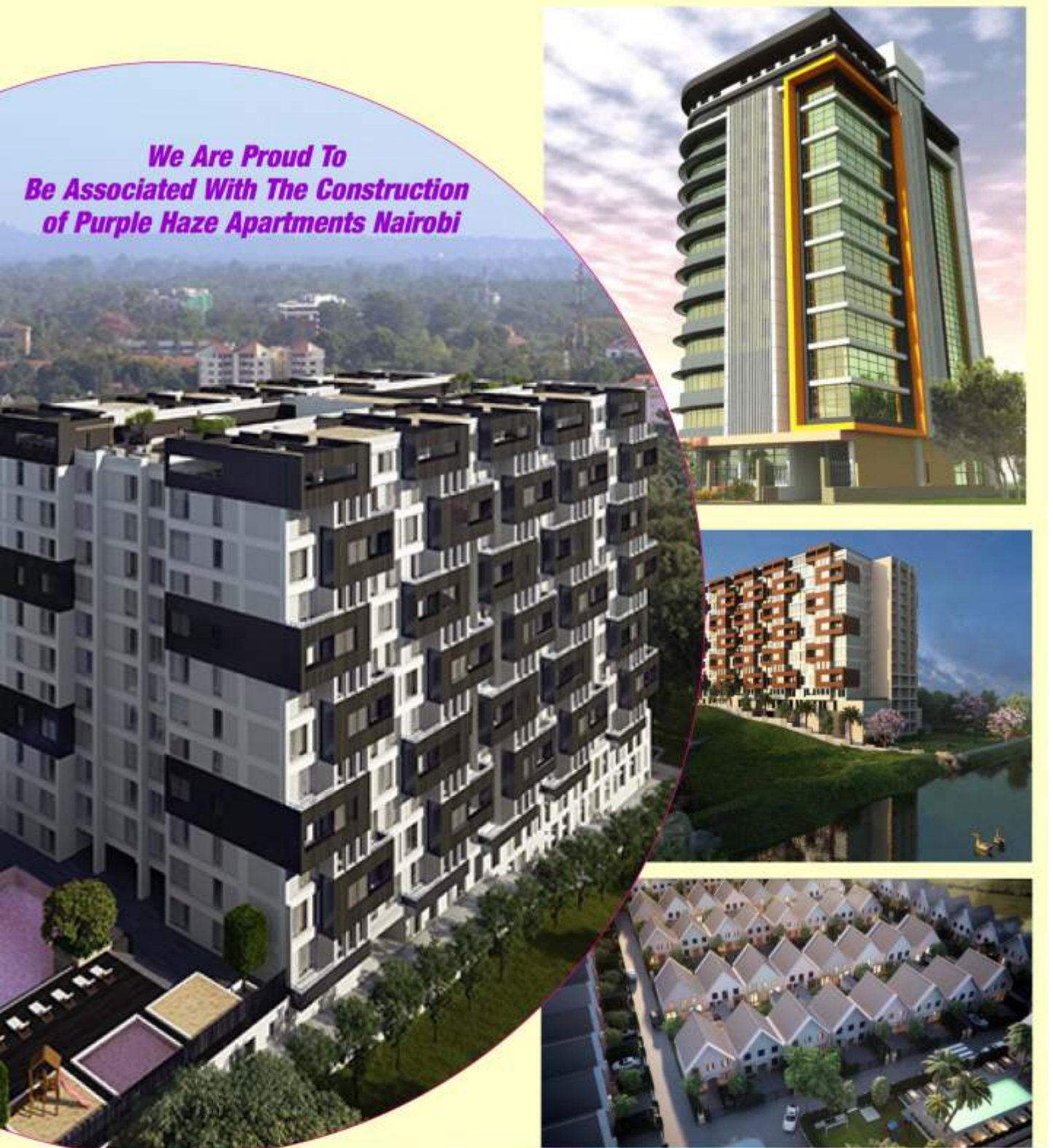
*Children's playground*

Are you looking for a modern luxurious home with comfortable living? Purple Haze Apartments is designed and set aside for you. In purple haze apartments, they say life is meant to be lived so we live it. The completion of the apartment brings this to realization.



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# From tools and materials to green building solutions and drones, new building expo promises sector-wide interest

JOHANNESBURG – August 07, 2019 – There will be something for every building enthusiast when events organiser Specialised Exhibitions Montgomery launches its brand-new show in October 2020, with the aim of providing practical advice and solutions to the entire building industry.

AfriBuild is gearing up for its exciting launch at the Johannesburg Expo Centre, Nasrec, from 13 to 15 October 2020. The trade-only expo will be a biennial event that will take place over three days and intends to become a hands-on building solutions show for the entire sector.

Specialised Exhibitions Montgomery Event Director Sven Smit clarifies, “The show is aimed at equipping the local building sector for successful future advancement, through the use of practical examples and demonstrations, and the sharing of skills and advice. With a strong focus on skills development, knowledge exchange is intended to be a real distinguishing characteristic of AfriBuild – in this way, we plan that the expo can play an important role in assisting with the upliftment of the industry.”

He says the show will bring together hundreds of local and global exhibitors to showcase their expertise, products and services, adding, “We envisage the holistic inclusion of mechanical, electrical and plumbing (MEP) providers; tools, equipment and materials experts; structural authorities; occupational health and safety (OHS) specialists; and technology and innovation experts. Additionally, AfriBuild 2020 will be co-located with PlumbDrain Africa, the only dedicated plumbing, draining, sanitation, water and sanitaryware expo in Africa.”

Features of the show include the following:

Two free-to-attend seminar theatres, one for AfriBuild and one for PlumbDrain, which will allow expert speakers to focus on key industry trends and topics. Dedicated AfriBuild and PlumbDrain demo areas, where experts will explain new concepts and give practical examples.

The show will be divided into four zones where exhibitors will be able to provide concrete ‘how-to’ guidance within their unique areas, as follows: the MEP Services Zone, The Tools, Equipment and Materials Zone; the Structure Zone; and the Technology and Innovation Zone.

A designated outside area will be set aside for drone technology demonstrations, with video footage being streamed back to exhibitors’ stands.

A New Products Display area will provide an at-a-glance snapshot of the latest trending products across the different areas of the show.

Additional benefits include the AfriBuild mobile app, which puts the information you need about the show in the palm of your hand, as well as associated conferences running alongside the expo.

“The holistic inclusion of a tremendous variety of building and plumbing offerings on-site over three days is truly impressive. At the same time, the functional focus on how to get things done offers a uniquely personal element, in which everyone is invited to share,” concludes Smit.

CONTACTS:  
Specialised Exhibitions Montgomery, Natasha Heiberg, tel: +27 (0) 10 003 3083, e-mail: info@afribuild.co.za



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The Ratels are available in 15W (Ratel 412 and Ratel 412P), 30W (Ratel 430M, Ratel 430P and Ratel 430S) and 60W (Ratel 860P) configurations.

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Output Voltage (selectable)	5Vdc	5Vdc	9Vdc / 12Vdc	12VdcX4
Output Polarity	standard	-- ⊖ ⊕		+4,5 pins -7,8 pins
Output Power & Current	2.0A / 10W	2.0A / 24W	5.0A / 60W	10A / (15.8V16W) or (24V24W)
Solar Input Range	12~25Vdc   Up to 50W			
Solar Input Polarity	-- ⊖ ⊕			
Quantity / Capacity of Battery	8 x 2200mA Li-Ion Battery			
Dimensions (w x d x h mm)	252 x 146 x 45			
Weight (kg)	14	0.94		



Ratel 430



Ratel 412



Solar Charging Option  
Ratel 430S, 860P

**Ratel 430M**

Output	USB Interface	DC Interface	
Output Voltage (selectable)	5Vdc	5Vdc	9Vdc/12Vdc
Output Polarity	-- ⊖ ⊕		
Output Power & Current	2.0A / 10W		2.0A / (9V18W) or (12V24W)
			2.0A (24V24W)

**Ratel 430S - Solar Ready**

Output	USB Interface	DC Interface	
Output Voltage (selectable)	5Vdc	5Vdc	(9Vdc / 12Vdc) X4
Output Polarity	-- ⊖ ⊕		
Output Power & Current	2.0A / 10W		2.0A / (9V18W) or (12V24W)
Solar Input Range	12~25Vdc   Up to 50W		
Solar Input Polarity	-- ⊖ ⊕		

**Ratel 430P - Power over Ethernet**

Output	USB Interface	DC Interface	POE Interface
Output Voltage (selectable)	5Vdc	5Vdc	9Vdc/12Vdc
Output Polarity	-- ⊖ ⊕		15Vdc/24Vdc
Output Power & Current	2.0A/10W	2.0A / (9V18W) or (12V24W)	10A / (15.8V16W) or (24V24W)
			+4,5 pins -7,8 pins

**ALL Ratel 430 MODELS**

Rated working voltage:	100~240Vac / 50~60Hz
Output Power (Max)	30W
Quantity / Capacity of Battery	4 x 2200mA Li-Ion Battery
Dimensions (w x d x h mm)	186 x 110 x 33
Weight (kg)	0.43

**Ratel 412P - Power over Ethernet**

Output	USB Interface	DC Interface	POE Interface
Output Voltage (selectable)	5Vdc	9Vdc / 12Vdc	15Vdc / 24Vdc
Output Polarity	-- ⊖ ⊕		+4,5 pins -7,8 pins
Output Power & Current	2.0A / 10W	1.0A / 12W	0.6A / (15V10W) or (24V15W)

**Ratel 412**

Output	USB Interface	DC Interface	DC Interface
Output Voltage (selectable)	5Vdc		9Vdc / 12Vdc
Output Polarity	-- ⊖ ⊕		
Output Power & Current	2.0A / 10W		1.0A / 12W

**ALL Ratel 412 MODELS**

Rated working voltage:	100~240Vac / 50~60Hz
Output Power (Max)	15W
Quantity / Capacity of Battery	4 x 2200mA Li-Ion Battery
Dimensions (w x d x h mm)	160 x 105 x 28
Weight (kg)	0.4



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# Brokk Hires Central Canada Regional Sales Manager

MONROE, Wash. (Aug. 7, 2019) — Brokk, the world's leading manufacturer of remote-controlled demolition machines, hires John-Paul Duquette as regional sales manager for central Canada. Duquette manages sales for Brokk robotic demolition machines and provides support for new and existing customers throughout Ontario, Manitoba, and Saskatchewan.

"Throughout North America, construction and demolition contractors are realizing the potential of Brokk machines in a variety of industries and applications," said Peter Bigwood, Brokk vice president of sales and marketing. "To ensure these customers have the support and service they need, Brokk has been working to grow our knowledgeable and experienced staff by adding individuals like John-Paul. His technical background, in addition to his sales experience, make him a valuable asset to our Canadian team."

Duquette joins Brokk with 20 years of experience in equipment service, sales and management. He received certification as an automotive and heavy truck technician from Conestoga College before joining Hewitt Material Handling, a comprehensive lift truck dealership. During his decade at Hewitt, he returned to Conestoga College to complete the Ontario Management Development Program. Most recently he spent nine years at Liftow Limited, another full-service lift truck dealership operating across southern Ontario. At Liftow Limited he worked first as a customer service manager and transitioned into the manager of the new business development sales team.

"Connecting customers with the right equipment has always been important to me," Duquette said. "Especially when that means building relationships and developing new markets. Brokk machines offer an innovative solution for increased efficiency and jobsite safety. I'm excited to join the Brokk team and

connect Canadian contractors to the machines that will open up new markets and opportunities for their businesses."

Duquette resides in St. Agatha, Ontario with his family.

## About Brokk

Brokk has been the world's leading manufacturer of remote-controlled demolition machines and attachments for more than 40 years. Through continuous innovation in engineering and design, Brokk is able to offer unique solutions to multiple industries worldwide, including construction, demolition, mining and tunneling, cement and metal processing, nuclear and other specialty applications. For more information: Brokk Inc., 1144 Village Way, Monroe, WA 98272; 800-621-7856; info@brokkinc.com; www.brokk.com; Facebook; YouTube; LinkedIn and Twitter.



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**Alex Campbell & Co Plumbers** is a plumbing and drainage company that is involved in a broad spectrum of sanitary work. We are based in Pietermaritzburg but undertake sites throughout the country. Our company comprises of a maintenance division and a construction division. Our services range from basic maintenance, blockages & repairs, leaks & geyser replacements, to construction and industrial water reticulation. Alex Campbell & Co Plumbers prides itself on our workmanship, which is of the highest quality. We work neatly and efficiently, with client satisfaction at the centre of our company ethos. Our senior management team has over 30 years of experience in the plumbing industry, hence there is no challenge we will not deliberate, and we are always willing to advise our clients on the most cost effective solutions



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# EMVAfrica proudly achieves Level 2 B-BBEE rating!

EMVAfrica was awarded Level 2 Broad-Based Black Economic Empowerment (B-BBEE) status in August 2019.

“Our significant investment in transformation is leading the way for a progressive and sustainable future and we are extremely proud to reap the rewards of our ongoing efforts,” says Graham Whitty, Director of EMVAfrica.

Encompassing decades of experience and in-depth industry knowledge, EMVAfrica is represented by two divisions namely ENERGYMetals and ENERGYValves as well as associated company, Multi Alloys. This innovative, single-source solutions provider of corrosion resisting alloys such as stainless steel and other specialist alloys is committed to maintaining an inclusive working environment. Aligning to these objectives, 2017 saw the company sign a BEE ownership agreement with Edwin Bogopa of Metsana Engineering who joined the fold as a shareholder and non-executive director. In the same year, Anesh Prithilall and Rowena Suneerchand, both senior managers, were awarded a shareholding in the company in recognition of exceptional talent within the group. “The development of our BEE partners as well as our shareholders has been a key part of the industrial group’s success and will remain a core focus in line with our B-BBEE growth goals.”

According to Whitty, EMVAfrica’s progression from its 2018 Level 3 to Level 2 B-BBEE status can be contributed to improvements in three main areas namely management control, training and procurement. Ongoing meaningful training, mentoring and career development programmes have resulted in advancements in the group’s management control area

which has seen new managers moving into leadership positions. Whitty points out that the company has once again been highly successful in supporting unemployed people through learnerships. By aligning to transformation initiatives, the company is able to position itself as a diversely representative and fair place to work. He also adds that the company’s continued efforts in backing other transformed businesses have resulted in a boosted procurement score. “By endeavouring to constantly do more and do better in all aspects of our business, we are able to enjoy these achievements.”

“While the value of our new Level 2 B-BBEE rating is difficult to quantify, given the current economic climate, we do believe that it is without any doubt considerable,” affirms Whitty. This new rating also positively affects the commercial success of EMVAfrica as the higher the status, the greater competitive-edge. Whilst this rating itself marginally changes EMVAfrica’s operations, it spurs the company to continue to implement its game-changing 3S approach; stock, service and solutions.

“Alongside presenting excellent benefits for our company, Level 2 B-BBEE status also adds value for our customers who are now able to score 125% of their procurement spend with us towards their own rating,” explains Whitty. Customers can rest assured in the knowledge that they are dealing with a company that takes its role seriously in making a meaningful contribution to the South African economy for the long-term benefit of all.

Whitty concludes, “While we are extremely proud of what we have achieved in

transformation, we are also well aware that this is a continuous process to ensure that real transformation takes place i.e. not just a score on a piece of paper. The scorecard is a measure of success, but not the only measure and therefore we are always challenging ourselves to be drivers of meaningful transformation. EMVAfrica is a small business in the context of the South African economy but we believe that if

every business worked on transforming itself, meaningful and mutually beneficial change can be achieved in a relatively short time.”

The Level 2 B-BBEE milestone was only briefly celebrated as EMVAfrica has already shifted focus to the next transformation goal.



EMVAfrica proudly achieves Level 2 B-BBEE rating.



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# EPP strengthens its retail position and delivers on-target interim results

JSE listed EPP, Poland's biggest retail landlord, today released interim results for the six months ended June 2019 with distributable income earnings up 9% and distributions of EUR 5.8 cents per share, in line with market guidance. Importantly, the company reduced its loan-to-value ratio by 2.1% during the period to 49.8%.

Net operating income for the period is up 8.5% to EUR 72 million with distributable income of EUR 52.7 million. With the addition of five retail assets to the EPP portfolio, its average gross lettable area (GLA) per asset is now almost 40,000 sqm signifying the scale and dominance of the asset base.

Hadley Dean, CEO of EPP, attributes the solid results to significant strategic gains made during the period, specifically growing and enhancing the quality of EPP's retail portfolio, selling office properties and implementing its capital recycling strategy and boosting the balance sheet strength.

EPP successfully acquired its second tranche of the MI portfolio for EUR 224 million, which



Hadley Dean, CEO of EPP

boosted its retail portfolio with 141,000 sqm GLA and expanded its retail footprint into Radom, Bytom, Częstochowa and Poznań. The tranche's four large shopping centres, all benefit from market dominance, strong fundamentals and upside potential. The acquisition was partly funded by an oversubscribed ZAR 1.45 billion capital raise in April 2019.

In May 2019, the flagship Galeria Młociny development, 70% owned by EPP, opened. The 85,000 sqm centre is at the heart of a transport hub that serves 24 million commuters each year. Galeria Młociny is EPP's first foray into the lucrative Warsaw retail market. The modern shopping centre features many new and exciting retail and restaurant brands, including Poland's first Primark store.

EPP also formed a joint venture with Henderson Park, the pan-European private equity real estate platform, in June 2019 by disposing of a 70% interest in three office projects located in Poznan, Lodz and Krakow to Henderson Park. EPP retains a 30% stake in the assets as well the asset and property management responsibility for the offices. The deal further recycles EPP out of offices and into retail opportunities, and a portion of the sale proceeds assisted in reducing debt.

With five new assets and 220,000 sqm of GLA added to its retail portfolio during the period, EPP now has a quality portfolio of 24 shopping centres spanning 900,000 sqm of GLA complemented by six high-quality office properties of a combined 147,000 sqm of GLA and the landmark mixed-use Towarowa 22 development site in Warsaw. Retail vacancies remain very low at below 1%.

The good performance of EPP's quality portfolio of dominant shopping centres in strong catchment areas is supported by the robust

Polish economy, with retail spend driven by with low unemployment and high disposable income.

Dean comments, "Despite Poland's Sunday trading ban, and as expected, consumers' habits have adapted to the change and EPP's footfall was up 2% but, more importantly, retail sales in the EPP portfolio increased by 6%."

Looking ahead, Dean explains: "Our focus is on integrating the recent acquisitions into the portfolio, exploring value-adding asset management opportunities and continuing to recycle assets. Driven by the compelling Polish macro-economy, favourable property fundamentals and strong prospects, EPP is on track to deliver on its prospects of flat or better full-year distribution per share."



EPP flagship Galeria Młociny opening



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# Lesotho Seeks to Export Power, Renewables to Drive Development



- Lesotho's Minister of Energy and Meteorology will present Lesotho's energy investment opportunities at Africa Oil & Power 2019 on October 9-11 in Cape Town.
- Wind and hydro projects will provide basis for power sector expansion; Ministry also calls for investment in transmission and Southern Africa collaboration.
- Lesotho Electricity Company and other national companies will provide project briefings at AOP 2019.

7 August 2019 – Lesotho will use the Africa Oil & Power 2019 conference to launch an energy investment and diplomacy drive later this year. Minister of Energy and Meteorology Hon. Tsukutlane Au will discuss new hydropower, wind and transmission projects with African ministers and over 1,000 investors at the Africa Oil & Power 2019 conference in Cape Town on October 9-11.

Lesotho's 2015-2025 Energy Policy commits the government to providing universal power access, up from just over one third of households today. In line with the AOP 2019 theme #MakeEnergyWork, the government has stated its intention to use energy to create new jobs, stimulate private sector involvement and increase Lesotho's competitiveness within the Southern African Development Community region.

"Through the Africa Oil & Power conference, the Ministry aims to significantly raise the profile of Lesotho in the international and pan-African energy dialogue, to promote Lesotho's petroleum and power projects, and to bring attention to the great work of Lesotho-based companies," said

the Minister in a letter addressed to the nation's energy sector actors. "We are proud to endorse this conference."

Key projects to be discussed include the building of new hydropower and wind generation facilities, and transmission infrastructure to meet increased demand. New transmission lines would also link Lesotho with South Africa, and potentially make Lesotho an exporter of energy. The Ministry of Development Planning will attend AOP 2019 alongside the Ministry of Energy and Meteorology in order to promote national infrastructure development projects. All domestic generation is renewable with abundant further potential for wind, hydro and solar power.

The Ministry of Energy and Meteorology is committed to building greater trade and investment ties in particular with South Africa and Angola, but also with global renewables, power and oil and gas companies. The Lesotho Electricity Company, Lesotho Electricity and Water Authority, Lesotho National Development Corporation, Fantique Trade, Nedbank Lesotho, Matekane Group of Companies, Citrus Investment Holdings and other national entities will all meet delegates and provide project briefings at AOP 2019.

Find out more about Africa Oil & Power 2019, view the program and speakers, and register at [www.aop2019.com](http://www.aop2019.com). AOP 2019 is Africa's Energy Conference, held under the theme #MakeEnergyWork, and it is the official event of the Department of Energy of South Africa. The conference and exhibition takes place at the CTICC 1 in Cape Town on October 9-11. Contact [speak@africaoilandpower.com](mailto:speak@africaoilandpower.com) for speaker positions and [sales@africaoilandpower.com](mailto:sales@africaoilandpower.com) to participate as a sponsor or exhibitor.



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# Atterbury Europe and Iulius open EUR220m mixed-use Iulius Town Timisoara, Romania, this August

Iulius Town Timisoara, developed by the joint venture of Atterbury Europe and dominant Romanian real estate name Iulius, will open on 30 August 2019 to become western Romania's first mixed-use development and the largest real estate investment in the region.

Atterbury Europe is a real estate investment company that co-invests with local partners who are leaders in their jurisdictions. Besides Romania, Atterbury Europe is also invested in Serbia and Cyprus. It grew out of leading SA property developer and investor Atterbury, which this year celebrates 25 years of developing, investing and managing quality properties and building long-term relationships.

Henk Deist, CEO of Atterbury Europe, notes,

"In June 2017, we entered into a 50/50 joint venture with Iulius to accelerate the rapid development pace of Iulius Town Timisoara, among other projects. Our partnership with Iulius is delivering powerful results as can be seen in the infinitely impressive first phase of the mixed-use retail, entertainment and office development."

The significant multifaceted precinct has created a city within downtown Timisoara urban regeneration project area, built around the existing 71,000sqm Iulius Mall. It is part of Iulius Town's immense 120,000sqm of retail premises, which includes 450 shops, cafes and restaurants as well as a 12-auditorium cinema including VIP cinema and dining concept.



"Iulius Town is Romania's biggest retail area outside of Bucharest. It also has the country's biggest fitness centre, complete with a semi-Olympic swimming pool and playground. Soon, it will boast Romania's tallest building - 155 metres and 27 floors high. And, these are only a few of the highlights that make Iulius Town so appealing in its region. We couldn't be more pleased with the development, which is built on the knowledge and experience we have gained over 25 years and the local market wisdom and insight of our esteemed partner Iulius," says Atterbury Group CEO Louis van der Watt.

The new high-rise icon on the Timisoara skyline will be the fourth building in the United Business Centre regional commercial hub. The first three are already home to multinational IT and automotive firms. Together, the quartet of buildings offer 100,000sqm of A-grade offices catering to 13,000 employees.

The first phase of Iulius Town also includes an ultramodern conference centre as well as a 3,000sqm medical hub. Added to this, the local municipality has donated the investment necessary for a dedicated traffic underpass that cuts across the complex to provide a smart solution for road traffic.

At the centre of all of this is an oasis of peace and relaxation created by Iulius Town's anchor -- its park. Built atop an underground parking

lot, it features a lake, double-decker carousel, playground, skating rink, and several event squares. All this is set in beautiful landscaping that uses more than 1,400 trees and 20,000 shrubs and creates yet another unique attraction for the region.



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# ELEVEN NEW RETAILERS INCLUDING CLICKS AT MORNINGSIDE SHOPPING CENTRE

Known for the finest in convenience shopping and its chic and stylish mix of local and international brands, a decade since opening Morningside Shopping Centre remains absolutely in step with its discerning shoppers' high expectations.

The new Morningside Shopping Centre opened on 11 June 2009 in the same place the original centre that stood on the site opened 40 years earlier. It promised a quality lifestyle retail that is both exciting and relevant to its market today, and over the past decade has remained firmly committed to achieving this ideal, even in today's rapidly changing retail landscape.

A hallmark of the centre is its evolving line-up of retailers, each selected for their unique offering, quality products and personal service. Morningside Shopping Centre's tenth year is proving to be the perfect opportunity to update its unique retail mix to refresh and complete its experience for customers.



Morningside Shopping Centre - Interior view

"We're inspired to give our customers the brands, services and products that they really want. Each one of the new brands has been chosen to complement and enhance the centre's distinctive retail mix," says Centre Manager Sharon Henry.

The changes mean that nearly one-third of Morningside Shopping Centre's vibrant 60-plus retail and restaurant mix is being refreshed to ensure the centre's experience remains truly dynamic, on-trend and sculpted around its discerning shoppers.

"Over the past decade, we've always offered the products and services of great brands, and some trends have proven more enduring than others. As our shoppers' expectations change, so does the variety and choices that we offer them. Two retail categories that are clearly on the rise internationally and right here in South Africa are health and beauty and men's grooming. We're adding the brands that bring these trends to Morningside Shopping Centre's customers," notes Henry.

The centre ensured a fresh approach continues with its recently opened shops. Havenley Beauty has introduced the Kryolan professional make-up and accessories range to the mix, while CBD Shop welcomes shoppers with its 100% natural, lab tested, Cannabidiol extract products.

And to top this off, category-leading and price-busting pharmacy brand Clicks has commenced trading, bringing the centre's health and beauty offering to the next level.

Also new in the carefully curated Morningside Shopping Centre experience is the urban contemporary fashion and accessory style of Envy, designer clothing and home goods

boutique Colourbox, and the wide variety of local and international supplement brands from Nitro Health & Nutrition.

Kids Emporium now offers the latest ranges in maternity, children's wear, kids' essentials, travel systems, décor, toys, and gifts at Morningside Shopping Centre. Eden Tech helps shoppers keep pace with the latest developments in technology and gadgetry and take care of their PC, cell phone and photography needs.

Plush Car Wash opened on the lower parking, offering a full-service steam carwash service to Morningside Shopping Centre guests, which can be done while they shop, conveniently saving them precious time and adding much-appreciated sparkle to a visit.

Of course, convenience is a mega-trend that continues to gain popularity with time-poor modern shoppers, and it is exemplified by the fabulous local brand Frozen for You, which will open at the centre in September 2019. Frozen for You offers customers generous homestyle meals, made with quality ingredients, using simple traditional methods, conveniently created and frozen in the famous By Word of Mouth kitchen.

Sorbet Man is also set to open its full-service male grooming bar in October 2019, offering barbering services such as haircuts and shaves, as well as massages, manscaping, manicures, pedicures and facials.

"We are sure our shoppers are going to love all these excellent names in retail and the new


dimension they add to our total shopping and leisure package," says Henry.

Effortlessly chic, Morningside Shopping Centre is a niche, bespoke community centre anchored by Pick n Pay, Woolworths, @home and Clicks. All this daily convenience is supported by a meticulously curated range of fashion, footwear, sportswear, stationery, restaurants, furnishings, travel agents, home décor and hair, health and beauty and banking.

Morningside Shopping Centre is also unique in that it is managed by its co-owners, Flanagan & Gerard Property Development & Investment and Grapnel Property Group, in keeping with the hands-on owner-managed ethos it strives to achieve with its selection of retailers. Being based inside the centre, its management team is immersed in its experience and acutely attuned to its shoppers, retailers and trends.




Exterior view of Morningside Shopping Centre



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# Emira builds on its positive performance with 3.1% growth in full-year distributions

Emira Property Fund has reported a 3.1% increase in distributions for its financial year ended 30 June 2019, delivering on its market guidance and continuing its dividend growth for the second consecutive year following its successful turnaround.

The robust set of results demonstrate Emira's ability to create value sustainably with its stated strategies. It continued optimising its property portfolio metrics and improving the defensiveness of its income streams by rebalancing its portfolio of assets out of offices, recycling underperforming capital into yield-accretive investment in the USA and diversifying into residential property locally.

Geoff Jennett, CEO of Emira Property Fund, says its international and residential strategies helped Emira to counter the effects of the relentlessly difficult domestic economy that is impeding growth.

Jennett comments: "By doing the right things consistently we have made good, gradual progress on our clear and relevant strategies and successfully repositioned Emira. Our conservative and responsible approach to growth and diversification underpinned our positive performance despite the tough local trading conditions experienced throughout the year."

Emira's office vacancies improved significantly from 7.1% to 5.3%, mostly thanks to its R1.8bn portfolio disposal to B-BBEE entity Inani Prop Holdings. By year-end, 24 of the 25 properties had transferred. Emira has reduced its directly held South African office exposure from 35.3% to a low 24.5% of total overall assets, leaving it fundamentally rebalanced and with a very manageable 21 office buildings of which 19 are P

and A grade.

As a result of this portfolio disposal and a further two non-core individual asset sales, Emira closed the year with 80 directly held South African properties, valued at R10.9bn. Its gross cost-to-income ratio increased from 36.8% to 37.6%, showing expenses increased at a higher rate than income, mainly driven by soaring electricity costs and higher municipal rates charges.

Emira's emphasis on solid portfolio metrics helped to sustain vacancies at 3.6%. Tenant retention was a priority for Emira and 80% by revenue of expiring tenants were renewed and retained during the year.

New letting and contractual escalations saw Emira's stable portfolio notch up like-for-like net revenue growth of 3.1%. A highlight this year was leasing four of the eleven floors of 80 Strand, Cape Town, co-owned by Emira and Swish, to global co-working brand WeWork on a long lease agreement that includes the option to take up more space in future.

It also invested R239.2m in tactical upgrades that unlocked value and strengthened the attractiveness of its assets. Additionally, at a total cost of R209.3m, Emira's The Bolton residential conversion in Rosebank with co-investors the Feenstra Group, came on stream to become Emira's sole directly-held residential property. Completed in May 2019, it was more than 75% let by year-end.

Emira also has indirect exposure to the residential rental property sector through its 34.9% stake in JSE Alt-X listed Transcend Residential Property Fund, which it took up during the year. Transcend made a positive

R37.9m contribution to Emira's total income.

"Residential property is still a small 5% of our portfolio, but it benefits from SA's best residential expertise," says Jennett. Emira only co-invests with respected hands-on specialists in their fields.

Enyuka, Emira's rural retail property venture with One Property Holdings, which holds R1.1bn of lower LSM shopping centre assets, contributed R77.5m to Emira's distributable income for the year.

Locally, Emira also earned fee income of R5.1m from loans it made to Transcend and Inani.

Over the past two years, Emira has steadily grown its US portfolio. This year, it more than doubled its assets from four to nine properties, each handpicked on a deal-by-deal basis, to make up 7.6% of Emira's total assets or USD75.9m. The latest asset to transfer in June 2019 is University Town Center in Norman, Oklahoma. Emira invested a total USD12.4m for 49.6% equity interest in the centre at an expected equity yield of 10.8%. Emira's after tax income from co-investment in the equity of grocery-anchored dominant value-orientated convenience retail centres in robust markets in the US totalled R64.7m.

With Growthpoint Properties Australia (GOZ) enjoying all-time-high share prices and robust investor demand, Emira took advantage of the opportunity to dispose of 7,429,119 of its shares during the year. It still holds more than double this number of units, comprising 2.4% of GOZ's total units in issue, with a total value of R759.7m compared to an initial investment cost of R272.0m, equating to a 179.3% increase in capital value. Income from GOZ decreased by 3% to R53.4m.

Emira has a strong balance sheet and its financial position improved further during the year. It enjoys access to diversified sources of funding, including from the bank and debt capital markets at competitive rates. Some proceeds from Emira's office portfolio disposal were used to reduce its debt, and R3.3bn of debt that matured in the year was either refinanced long-term or settled. Emira closed the year with 91.2% of its debt fixed for a

weighted average term to expiry of three years. Its gearing ratio decreased to 36.1%, and its group interest cover ratio was a healthy 2.9 times.

Supporting good governance, Emira set up the ESA Trust as part of its transparent, performance-based executive remuneration scheme, which is a vote of confidence in Emira's executive management team and supports a fitting alignment of interests with Emira's shareholders.

"Factoring in slow economic growth in SA for the foreseeable future, Emira's offshore assets will provide much-needed diversification for investors, even with our rebalanced local portfolio being better positioned to weather economic headwinds. Internationally, we'll continue to grow our investments responsibly. Locally, we'll focus on creating excellent experiences at our properties while seeking opportunities to add value in ways that are in the best interest of Emira shareholders, who can again expect positive growth in dividends for the year ahead," concludes Jennett.



Geoff Jennett, CEO of Emira Property Fund (2)



# Growthpoint Investec African Properties steps up its acquisition trail in Africa

Growthpoint Investec African Properties (GIAP), the pan-African real estate investment business managed by Growthpoint Investec African Property Management, has advanced the execution of its strategy to aggregate a quality portfolio of prime income-producing commercial assets in select cities across Africa.

GIAP, established as a joint venture between Growthpoint Properties and Investec Asset Management, announced today that it has successfully concluded the acquisition of 100% of Manda Hill Shopping Centre (Manda Hill), a prime shopping centre in Lusaka, Zambia.

This transaction follows the recently announced acquisition of Achimota Retail Centre in Ghana, which was acquired approximately a month ago. The acquisition of Manda Hill marks the second key acquisition for the business and forms part of a pipeline of assets currently being negotiated for acquisition by GIAP. Manda Hill, located in central Lusaka, includes approximately 42,000sqm of retail space occupied by more than 120 retailers, including prominent tenants such as Shoprite, Game, Woolworths, Ackermans and Mr Price.



Thomas Reilly MD of Growthpoint Investec African Properties

GIAP expects to announce progress regarding further acquisitions in due course.

In 2018, GIAP secured capital commitments of more than US\$212 million from several large institutional and international investors. Given the current pipeline of assets under discussion, GIAP's capital is expected to be fully invested by the end of 2019, with property investments focussed on the office and retail sectors.

Manda Hill has been acquired from AttAfrica, a joint venture of JSE-listed REITs Attacq Limited and Hyprop Investments Limited, and certain minority shareholders.

Thomas Reilly, MD of Growthpoint Investec African Property Management, says, "GIAP has successfully acquired Manda Hill, an asset which is widely regarded in the industry as a benchmark and that we believe is considered to be one of the top-performing retail assets on the African continent. The asset was originally developed roughly two decades ago and has matured over this time, demonstrating resilience to differing market cycles."

Reilly adds, "We are excited to again take advantage of a highly attractive entry-point into another key city which we believe has the potential to offer strong growth prospects. This acquisition extends our very considered asset acquisition strategy, resulting in the well-timed addition of another quality yielding asset to the portfolio at a competitive price. The business is enjoying significant momentum, and we expect this to aid in the delivery of sustainable long-term investor returns."

GIAP is expected to support the development of capital markets for real estate as an asset class across the countries in which it operates, thereby contributing to the wide-ranging developmental impact which the real estate sector can have in such markets.



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# R240m Sterling development by Growthpoint in Centralpoint innovation district, Samrand, nears completion

Growthpoint Properties' R240m Sterling Industrial Park development in its Centralpoint innovation district is bringing to life the next phase of this major high-tech precinct.

Sterling Industrial Park spans 27,000sqm of gross lettable area, and will comprise eight freestanding units of various sizes, ranging from 2,500sqm to 4,500sqm.

The first two units are already occupied by Screamer Telecoms and Daming Aluminium. The next four units were completed recently and are available for occupation, while Sterling Industrial Park's final two units will be completed before the end of 2019.



Aerial view of Sterling Industrial Park development by Growthpoint

"Security, power and efficiency are the major considerations for businesses in this market, and Sterling Industrial Park provides it all, and at an extremely high level," says Leon Labuschagne, who heads up Growthpoint's industrial development team.

Offering exceptional security, this secure park within a secure precinct affords multiple levels of access security. Besides the 24-hour Centralpoint precinct security, Sterling Industrial Park has its own perimeter fencing and security gatehouse serving all units, and each unit has its own gatehouse and boundary fence.

Sterling Industrial Park also offers its occupants the ability to upgrade their electrical power to meet their operating needs. Each unit is able to house client generators and back-up power and has the structural strength to accommodate rooftop solar panels. The buildings include energy-efficient air conditioning and lighting, and are designed according to sustainable green building principles.

Every unit in the park has a dedicated yard with easy delivery access, large turning circles, and both dock and on-grade facilities incorporated in the building. All have 9m eaves height, which is generous for units of this size, and are sprinkler protected. Flexible offices catering to each business's unique needs, are also standard features. Because of its location in Centralpoint, the

park also offers fibre and is set among beautiful, landscaped gardens.

The significant Growthpoint-owned Centralpoint development spans around 42 hectares of land with 220,000sqm of development potential. It is distinguished by the appeal and functionality it offers to innovative modern businesses and high-tech concerns.

"Centralpoint is a vibrant, growing business community in a high-demand area with excellent access, and many benefits and amenities, including all-important public transport. It is strategic for Growthpoint as we further strengthen the logistics and warehousing component of Growthpoint's diverse industrial portfolio," says Errol Taylor, Head of Asset Management: Industrial at Growthpoint.

Centralpoint is conveniently located in Samrand, just off the N1 between Johannesburg and Pretoria in the greater Midrand area with easy access to the east and west of Johannesburg and Pretoria. Situated along Samrand Avenue, it is at the epicentre of Waterfall City, Midstream and Centurion, surrounded by growing residential neighbourhoods, schools, healthcare facilities and shopping centres. It enjoys superb highway access to the N1 North and South, and N14.

Sterling Industrial Park is Growthpoint's second major development in Centralpoint, which is being rolled out by Growthpoint's Trading and Development team.

Rudolf Pienaar, Growthpoint's Chief Development and Investment Officer, says, "Developing Sterling Industrial Park, and the Centralpoint district, is market-driven and responds to the demand for quality, efficient, high-tech, logistics and warehousing facilities in great locations. Its prime position is one of its biggest attractions. We have completed tailored developments for Growthpoint itself and

third parties, and we believe that being at Centralpoint is astute."

Growthpoint provides space to thrive with innovative and sustainable property solutions. It has established itself as one of South Africa's leaders in developing signature buildings tailored to the exacting requirements of leading local and multi-national brands and businesses. It is the largest South African primary listed REIT on the JSE and owns the most significant number of green-certified buildings in South Africa, providing quality spaces that work best for its clients.



Growthpoint -  
Rudolf Pienaar



# SA REIT Association appoints Estienne de Klerk as new Chairman

Estienne de Klerk has been elected Chairman of the SA REIT Association, which represents the South African listed REIT (real estate investment trust) sector.

SA REIT members comprise all publicly listed SA REITs – a sector with the market capitalisation of more than R300bn. The REITs influence our economy and the quality of people's lives with their property assets.

Estienne is SA CEO of Growthpoint Properties and a well-respected voice for the sector. He has been involved in banking and listed property for nearly 25 years.

Taking up the role of SA REIT Chairman continues Estienne's dedication to industry leadership. He is a Past President of the South African Property Owners Association (SAPOA) and represented the industry in the Property Sector Charter negotiations. Estienne is a long-standing member of the SA REIT Association, having served on its Exco and as Chairman of its Taxation and Regulatory committee since inception, where he laid the groundwork for the country's REIT framework.

Estienne says that the property industry and REITs are often misunderstood. "Property is a distinctly unique asset class, and REITs are complex operating businesses. Local and international research shows that property portfolios perform better when professionally managed and that REITs outperform physical property portfolios. REITs are a liquid investment, which you can buy and sell cheaper and quicker than physical properties, and they offer a tax-efficient structure."

He adds, "REITs offer a unique investment proposition that satisfies both income investors seeking yield and equity capital investors seeking total return. While SA REITs are not immune to the struggling SA economy, they offer less volatility and their dividends are highly predictable and reliable with the potential for good medium- to long-term capital appreciation. A growing number of REITs have diversified internationally, offering an investment that is disconnected from the SA economy for those seeking this option."

Estienne takes over from the association's immediate past Chairman, Izak Petersen, who is CEO of Dipula Income Fund. "Izak successfully steered the association through tumultuous times because of the tough economy and company-specific issues that impacted the sector and the association. We thank him for his valuable contribution over the past two years," notes Estienne.

As the unified voice of REITs, SA REIT plays a decisive role for the sector, providing advocacy in matters of common concern, preparing opinion and policy for interacting with stakeholders, representing the industry in meeting challenges within the sector, and boosting awareness of REITs as a unique asset class that creates and preserves wealth. It also educates about and promotes the merits of REITs to current and potential investors and stakeholders.

Estienne notes that SA REIT will continue to build on the excellent work already achieved in these areas. Specifically, it aims to settle various unresolved issues around the REIT

tax dispensation with National Treasury, including unlisted REITs. It will also address the many laws and regulations introduced each year which impact property owners, and REITs specifically, in collaboration with SAPOA. SA REIT and its members have been at the forefront of transformation in the sector and will continue to drive transformation with the Property Sector Charter Council. It will engage with the industry regulators, including the JSE, on sector-specific accounting and disclosure issues and continue to garner support for good governance and transparent reporting.

SA REIT will also continue to offer valuable opportunities for its members to engage on topics of interest and critical issues of local and global relevance. The next SA REIT Conference will take place on 2 July 2020.

The SA REIT Association's newly elected executive committee includes:  
Chairman: Estienne de Klerk (Growthpoint Properties)  
Treasurer: Rob Hawton (Vukile Property Fund)  
Chairman Accounting and JSE Committee: Bram Goosens (Equites Property Fund)  
Chairman Marketing Committee: Andrea Taverna-Turisan (Equites Property Fund)  
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# 2019 OCC PAY TRIBUTE TO GERRIT HENDRICKS

Garden Route, George – (Aug 2019) Gerrit Hendricks has been an inspiration to an entire generation of disabled athletes here on the Garden Route, participating in every Outeniqua Cycle Challenge since 2006.

He did not finish that year, but it only encouraged him to work harder. He has finished on the podium every year since then apart from in 2017 when he had mechanical problems and had to withdraw from the race.

Starting out riding one Ernst van Dyk's old cycles, he later received equipment sponsored by ACSA and the Challenged Athletes Foundation in the USA which allowed him to significantly improve his times. Although his focus these days is on track racing, he is looking forward to competing in the OCC again this year in the T54 category.

Gerrit says that, for disabled athletes, the OCC is the highlight of the year. "I have a love-hate relationship with the OCC. I won a few half marathons in the event, but the other times there were some glitches during the race. It becomes a very

psychological thing and your mind starts telling you about all the things that can go wrong," he told the George Herald in 2017.

Track has a very different training regime to road racing and Gerrit is still unsure as to whether he will be attempting the full marathon.

Gerrit has competed in New York, London, Switzerland, and Portugal with mixed success.

He considers the highlight of his career to be 2015 when he was selected to represent South Africa at the Africa Games in Brazzaville.

Since then injuries have hampered his participation in major events.

Gerrit was involved in a motor vehicle accident as a nine-year-old boy as a result of which he lost the use of his lower body.

At school he represented SWD at chess, something he enjoys to this day. He graduated from Stellenbosch University in 2000.

Today he lives in Oudtshoorn and works as a passenger information agent for ACSA at the George Airport.

**The Outeniqua Cycle Challenge**  
The 17<sup>th</sup> OCC, a wheelchair race which attracts athletes from all over the world, will take place in George on Saturday 14 September 2019!

A wheelchair race exclusively for disabled athletes!  
And – every year it is getting bigger and better! The number of entries has increased dramatically, with disabled athletes and

other persons in wheelchairs flocking to this annual event.

The Challenge is not only unique as being the first and only event exclusively for the disabled in South Africa, but it is staged in the picturesque town of George, in the heart of the spectacular Garden Route in the Western Cape, situated at the foot of the splendour of the Outeniqua Mountains.

Athletes in racing wheelchairs, adapted bicycles, hand cycles, basketball chairs and ordinary wheelchairs have made this into the premier sporting event for the disabled on the South African sporting calendar. It undoubtedly has the potential to develop into one of the best events of its kind in the world! Apart from the George Municipality & George Business Chamber, Lancewood and the Department of Cultural Affairs & Sport is

supporting the event. Halfway Toyota is the venue host for the event.

Contact Details:

Event Organising Body: Disabled Road Race Foundation (DRFF)

Race Organiser: Alewijn Dippenaar

Mobile: 082 457 5675

Email: [dyndev@mweb.co.za](mailto:dyndev@mweb.co.za)

Website: [www.georgeocc.co.za](http://www.georgeocc.co.za)

Facebook:

[www.facebook.com/OCC.Wheelchairchallenge](http://www.facebook.com/OCC.Wheelchairchallenge)

Online Entries: [http://georgeocc.co.za/wp-content/uploads/2019/05/OCC\\_DRRF\\_Entry-Form14September2019.pdf](http://georgeocc.co.za/wp-content/uploads/2019/05/OCC_DRRF_Entry-Form14September2019.pdf)



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Gerrit Hendricks



# Brokk 70 Offers More Power for Confined Spaces

MONROE, Wash. (August 21, 2019) – Brokk, the world’s leading manufacturer of remote-controlled demolition machines, unveiled the Brokk 70 during bauma 2019. Armed with SmartPower™ — the company’s signature intelligent power management system — the smallest electric robot in the Brokk range offers 100% more power than its predecessor, the Brokk 60 II, yet retains the same compact dimensions with only a 133-pound (60-kilogram) weight increase. With the new BHB 105 breaker, the Brokk 70 brings safe, efficient demolition to the most confined spaces and is ideal for a variety of applications and industries.

“Brokk is always looking to maximize the power-to-weight ratio of our machines,” said Martin Krupicka, president and CEO of the Brokk Group. “With the unique Brokk SmartPower technology and the BHB 105, the Brokk 70 revolutionizes the capabilities of compact demolition robots. It far surpasses the Brokk 60 II in power and versatility, allowing operators to bring more power to bear in the most confined spaces.”

With SmartPower, the Brokk 70 boasts 9.8 kilowatts of power with a hydraulic output of 5.5 kilowatts, while still maintaining the Brokk 60 II’s compact size and 16-amp fuse. At just 35 inches (880 millimeters) tall and 23.5 inches (597 millimeters) wide, the Brokk 70 fits through narrow doorways and into tight spaces, making it ideal for interior demolition applications. And with a base weight of just 1,235 pounds (560 kilograms), it can be transported on an ordinary passenger elevator, making it ideal for top-down demolition projects in urban areas.

As with all Brokk machines, the Brokk 70 offers superior reach and movement. The three-part arm extends to 10.5 feet (3.2 meters) vertically and 8.8 feet (2.7 meters) horizontally.

Brokk outfits each Brokk 70 with a BHB 105 hydraulic breaker with 159 joules of hitting power. It can be equipped with advanced features, including water spray to suppress dust and air cooling for hot environments. The machine also pairs seamlessly with concrete crushers, drum cutters, grapples, scoop buckets and more.

The Brokk 70 incorporates the revolutionary new

SmartConcept™ system, which ensures improved performance and uptime. SmartConcept consists of three features: SmartPower™, SmartDesign™ and SmartRemote™. SmartPower senses when the power supply is poor or faulty then compensates before damage to components occurs, allowing contractors to use the machine with generators or unreliable power sources. With 70% fewer cables, rugged components, LED headlights and easily accessible grease points and hydraulic hoses, SmartDesign extends machine life and provides unprecedented ease of maintenance. An ergonomic remote control — the SmartRemote — incorporates adjustable straps, intuitive controls and professional-grade radio technology with almost 1000 feet (300 meters) of wireless working range.

For more information on the Brokk B70 visit [www.brokk.com](http://www.brokk.com).

**About Brokk**  
Brokk has been the world’s leading manufacturer of remote-controlled demolition machines and attachments for over 40 years. Through continuous innovation in engineering and design, Brokk is able to offer unique solutions to multiple industries worldwide, including construction, demolition, mining and tunneling, cement and metal processing, nuclear and other specialty applications. For more information: Brokk Inc., 1144 Village Way, Monroe, WA 98272; 800-621-7856; [info@brokkinc.com](mailto:info@brokkinc.com); [www.brokk.com](http://www.brokk.com); Facebook; YouTube; LinkedIn and Twitter.



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# Future. Safe

Safety is a primary focus area for Zaaiman Exploration Drilling. This safety conscious company operates several rigs outside of Mokopane in South Africa. With the aim of taking safety to the next level, the company uses the Epiroc surface core drilling rig, Christensen 140 and its Rod Handling System (RHS).

The Christensen 140 at this specific location is drilling with the aim of finding platinum. With an N-size drill bit and set at an angle of 60° it will drill down to 1300 m before it is relocated to another drill site. It will take approximately one month to reach the desired depth. The drilling angle is one factor in the success of the Rod Handling System. Although the number one benefit of using the Rod Handling System is increased operator safety, there are a few other benefits as well. One of those is that tripping in and tripping out rods is faster, especially when drilling at an angle.

"When drilling 90° vertical, the weight of the rod is not a big problem since it's 'hanging' in the wire. But as soon as you start to drill in an angle, the weight of the rod means more physical labour for the drilling team. This will, over time, increase operator fatigue," comments Jacques Stoltz, Site manager.

He continues, "We also see that tripping in- and out rods is slightly faster with the Rod Handling System. But the biggest gain, apart from increased safety is definitely the decreased operator fatigue we see over time."

The drilling team and management on site in Mokopane give a clear testimony – the Christensen 140 surface core drilling rigs are very good machines. The attention to detail in manufacturing and the robustness of the rig's components result in a high quality end product. The Christensen 140 and the Rod Handling System combination presents a surface core drilling rig that is future-ready.

Rudi Zaaiman who is the managing director for Zaaiman Exploration Drilling explains the company's ambition, "As a modern exploration drilling contractor we try to be on a different level and safety is one of our main focus areas. There were two reasons as to why we purchased

the Christensen 140 and the RHS. Safety and new technology. That is what Epiroc brings to the table and that is what we looked for."

With an ear to the ground, Rudi predicts that the big mining houses will soon create tougher safety requirements for the contractors they hire. With the Rod Handling System, Zaaiman Exploration Drilling is ready for this.

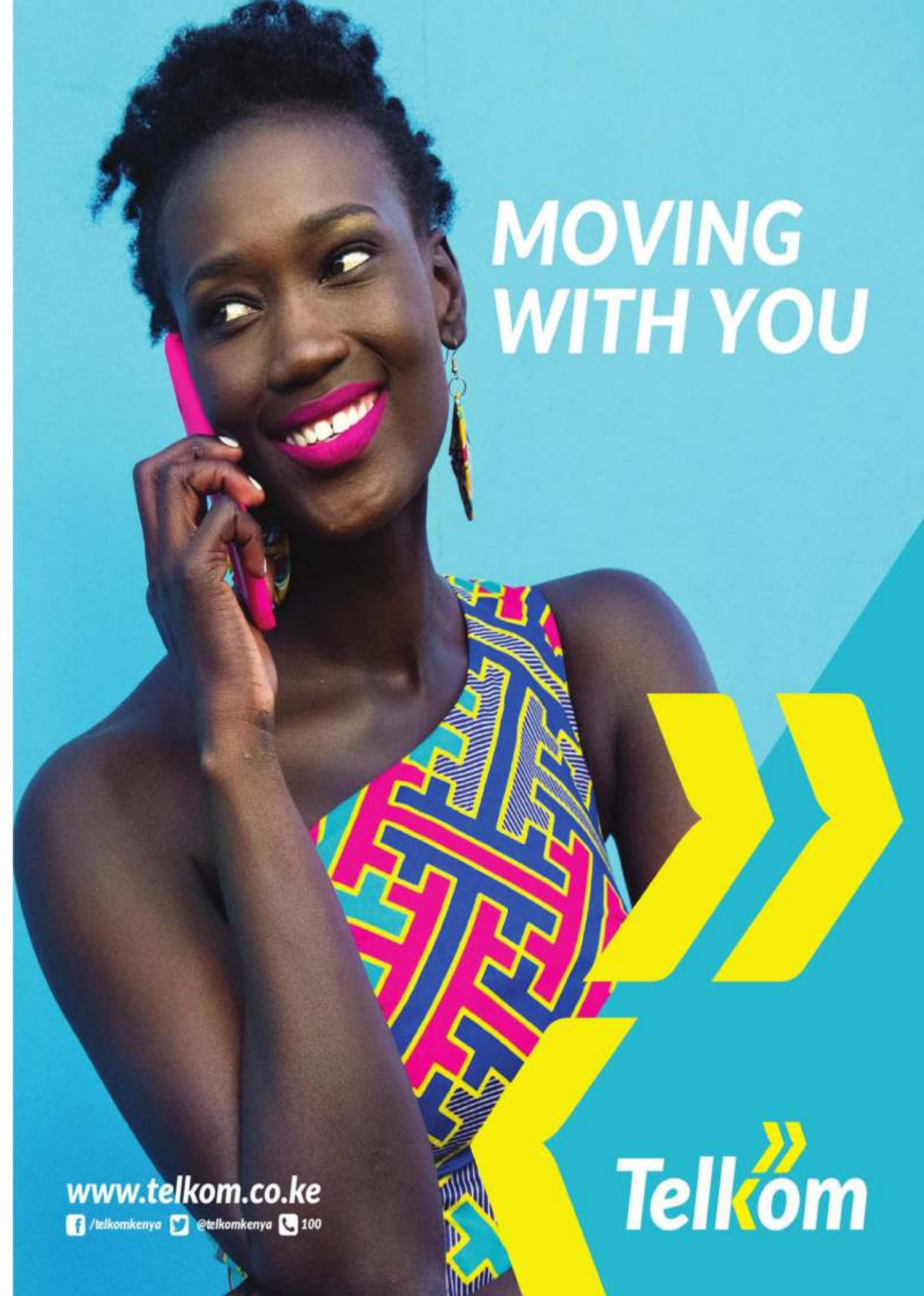
He continues, "We can show the mining houses that we have a modern solution for increased safety. By working with the Rod Handling System we position ourselves as a company that puts safety first. We really want to play a role in bringing this technology into the future."

An integral part of introducing new technology to the market is to have close cooperation with the ones using it on a daily basis. One important part for Epiroc, when developing new products, is the input from customers. Developing the Rod Handling System together with Zaaiman Exploration Drilling is no exception.

Jacques says, "Overall, both the Christensen 140 and the Rod Handling System are very good products. We are in quite a long testing phase and we gain new insights every day. We only had one critical issue; it was with the cooling system. But Epiroc's service is great. Local Epiroc product support came the very next day. Not only did he fix the problem, he also trained our on-site mechanic on how to deal with similar issues."

"I can definitely say that safety seems to be the future for exploration drilling. Epiroc drives the change and we are right there with them," concludes Rudi.

Epiroc is a leading productivity partner for the mining, infrastructure and natural resources industries. With cutting-edge technology, Epiroc develops and produces innovative drill rigs, rock excavation and construction equipment, and provides world-class service and consumables. The company was founded in Stockholm, Sweden, and has passionate people supporting and collaborating with customers in more than 150 countries. Learn more at [www.epiroc.com](http://www.epiroc.com).







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