

GEA *red* for Africa

Spring 2011



Welcome to the first issue of GEARED for Africa

Internationally, the GEA Group consists of six segments – Farm Technologies, Heat Exchangers, Mechanical Equipment, Process Engineering, Refrigeration Technologies and Convenience-Food Technologies. The latter is a new segment and probably not well known to most of you, therefore we have included a short article, explaining the history and function of this new segment.

The first five segments have a presence in Africa and GEARED for Africa serves as a newsletter for staff from all of these divisions across the continent. This is part of a drive to create synergy between the segments in Africa, since we often have clients in common and we believe it will be

extremely beneficial for all staff to be knowledgeable about the group.

This publication also serves as a platform for you to share your news and we look forward to plenty of input from staff. We are interested in articles and pictures of sponsorships, awards, teambuilding and achievements, both professionally and personally.

Please send any contributions for our next issue to info@gearedforafrica.com before 7 November 2011, and your name will be entered into a lucky draw for a spot-prize. ■

Ilse van der Merwe
National Sales and Marketing Manager, GEA Refrigeration Africa (Pty) Ltd.

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GEA Convenience-Food Technologies

With the acquisition of Dutch Convenience Food Systems, (headquartered in Bakel, Netherlands), GEA has acquired one of the leading manufacturers of process technology and now boasts a far reaching network for secondary processing and packaging of meat, fish and cheese.

The acquisition now becomes GEA's sixth segment: GEA Convenience-Food Technologies.

The new segment will be presented in detail in the next issue of *GEA life* with its own pages and red as the key colour. ■



Mailbox for your letters

E-mail: info@gearedforafrica.com
Contributions for the next issue to be submitted before 7 November 2011

Briefly Stated

Comments from Management regarding the company's current situation

André Schoonraad
Managing Director
GEA Refrigeration Africa (Pty) Ltd.



"Within the Refrigeration Technologies Segment in South Africa we are well on our way in the restructuring of our business with 4 of the 6 business units which make up the RT segment of GEA. Analysis of the profitability of each of these units is showing some interesting results."

Richard Plazier
Managing Director
GEA Westfalia Separator South Africa (Pty) Ltd.



"During the 2011 GEA Mechanical Equipment management meeting a clear message was given to us - EXPAND ME. Big investments have been approved to EXPAND ME and our production facilities. EXPAND ME stands for growth in all directions for all GEA Mechanical Equipment business units; GEA Westfalia Separator, GEA Tuchenhagen Flow Components and GEA Niro Soavi."

Hannes Steyn
Executive Director
GEA Refrigeration Africa (Pty) Ltd. (Grasso)



"Over the past three years, we have seen South African trends falling more and more in-line with international tendencies. Three factors have been central to this shift – the cost of high energy consumption, the pressure to be "green" and the global recession. As a market leader in SA, Grasso remains at the forefront of new technologies which address these factors."

Ronnie Meechan
General Manager
GEA Refrigeration Africa (Pty) Ltd. (Transport Division)



"The need for the transport industry to "go green" is well documented but applies even more to the refrigerated transport industry. At GEA Transport our philosophy embraces not only adding value to the businesses of our clients, but also reducing the global carbon footprint through improved technologies and processes."

Bodo Fabry
Managing Director
GEA Process Engineering (Pty) Ltd.



"At GEA Process Engineering, we are continually taking steps to expand our business interests. As a result, there have been a number of exciting developments in our technology centres over the past few months."

Lambert Petersen
Managing Director
GEA Aircooled Systems (Pty) Ltd.



"The market in the first quarter of 2011 has been quiet. The potential still remains with equipment replacement at existing plants and we will continue to focus our energy in this area."

Vehicle Re-branding

Many of you will have noticed that our vehicles were recently re-branded and now carry only the GEA logo, as opposed to the branding of any specific segment.

This is part of our ongoing endeavour to build relationships between the African segments. By branding the vehicles in this way, we aim to create a unified presence, which in turn reduces marketing costs and could lead to future resource sharing. ■



GEA Group distinguished as Best Innovator

GEA Group of Germany has won the competition for "Best Innovator 2010 – 2011" in the sector of Mechanical Engineering. The competition is sponsored by A.T. Kearney and the German magazine *Wirtschafts-Woche*, and supported by the German Federal Ministry of Economics and Technology (BMWi). It honours those companies and management teams that practice effective and sustainable innovation management.

Dr. Hugo Blaum, Member of the Executive Council of GEA Group and President of Refrigeration Technologies, accepted the prize on behalf of GEA Group from Ernst Burgbacher, State Parliamentary Secretary of BMWi, and from Roland Tichy, Editor-in-Chief of *Wirtschafts-Woche* on 9 June this year.

The prize was awarded to GEA Group for its commendable innovation culture in the Mechanical Engineering and Machine Construction sectors. As Dr. Kai Engel, partner in the business consultancy A.T. Kearney and initiator of the competition, explained: "GEA Group has clearly and definitely defined its growth objectives within the context of innovation."



Dr. Hugo Blaum, Member of the Executive Council of GEA Group and President of Refrigeration Technologies.

Dr. Blaum emphasized, "Population growth, urbanization, climate change, and many additional issues demand innovations. As a corporate group that is at home, for

example, in the food and beverages sector, in chemical and power engineering, as well as in building services and in agriculture, GEA is willing and able to make a sustainable contribution to a livable future." To ensure that this takes place in a goal-directed manner, GEA Group has implemented its so-called Innovation Pipeline. This management instrument supports the innovation process beginning with the idea, including feasibility studies, and extending throughout development to the finished product and its systematic further development. Additional GEA management tools – including the idea management tool *i²m*, a knowledge-management process that includes all company locations, as well as in-house innovation competition – additionally promote fruitful innovative results.

The Best Innovator prize is already the second distinction that GEA has won this year for its innovation culture. On 17 March the company was awarded a prize as Best Idea Management for Machine and Plant Engineering and Construction, by the German Idea Management Centre. In the competition results here, which spanned several industrial sectors, GEA won third prize. ■

Tradeshows, Conferences and Exhibitions

GEA Africa Exhibit At 2011 IBD Convention
GEA Africa, a subsidiary of the GEA Group, a global leader in the field of mechanical separation, showcased its expertise at the 2011 Institute of Brewing and Distilling (IBD) Africa Convention. The 13th IBD Africa Convention was themed "Africa – Endless Possibilities" and took place from 6 to 11 March, at the Lake Victoria Serena in Uganda.

Experts from three of GEA Africa's segments - GEA Mechanical Equipment, GEA Process Engineering and GEA Refrigeration Technologies – offered authoritative insights into the possibilities in brewing and distilling on the continent, as well as showcasing GEA's products and expertise.

GEA Africa - African Dairy Conference
Representatives from GEA Africa attended the seventh African Dairy Conference and Exhibition from 25 to 27 May 2011 at the Mövenpick Hotel in Dar es Salaam, Tanzania. This year, the theme was "African Dairy: The Next Dairy Frontier?" The advanced dairy process technology from GEA Africa, incorporating GEA Westfalia Separator, GEA Process Engineering, GEA Refrigeration Technologies and GEA Farm Technologies, made the delegation a leading

process authority and key participant at the conference. The GEA Africa delegation hosted a stand at the conference which was supported by GEA Group speakers, who showcased GEA Group technologies and capabilities within the dairy industry, as well as future innovations to be implemented.

GEA Westfalia Separator - Best Practice Seminar

GEA Westfalia Separator South Africa, part of the GEA Westfalia Separator Group and industry leaders in centrifugal separation technology, hosted a BestPractices conference focusing on the South African dairy industry. The symposium took place at the Kloofzicht Lodge in Johannesburg on 11 and 12 July, and again at the Le Franschhoek Hotel & Spa outside Cape Town on 14 and 15 July 2011.

BestPractices conferences are designed to address key topics within specific industries by presenting tailored and specific presentations by top-quality industry leaders as speakers. "The aim is to create a platform for the sharing and transfer of knowledge by creating room for interaction and discussion," explains Taryn Du Plessis, Commercial and Marketing Co-ordinator at GEA Westfalia Separator South Africa.

"After hosting successful BestPractices conferences within the South African wine making industry, GEA Westfalia Separator South Africa shared its leading brand knowledge with the dairy industry in a similar way," says Du Plessis.

SASTA Conference and Exhibiton

GEA Process Engineering and GEA Nilenca shared a stand at the SASTA (South African Sugar Technologists Association) Conference and Exhibition which was held in Durban from 17 to 19 August.

Avi Africa 31 May – 2 June 2011 at Emperors Palace, Gauteng.

Avi Africa represented the premier poultry event in Africa at which exhibitors demonstrated their latest products, technology and skills and were available at their stands to answer all questions. ■

Upcoming Tradeshows

- AllFresh, 26 - 27 October, Sun City
- Agriworks Farmers Expo, 10-12 Nov, Stellenbosch

Information Technology: iSoft Helpdesk

New Helpdesk hosted at iSoft is operational. There are three ways to access it depending on your connectivity status.

- Dial (021) 415 3150 if you do not have access to the internet or are not in office.
- Go to the website link <http://www.isoftnet.co.za/helpdesk> and log your problem.
- Send a mail to helpdesk@isoftnet.co.za When logging a call please provide a descriptive fault report with any error messages that might appear. "It does not work" is just not descriptive enough. Information to include:
 - Computer name (right click my computer -> properties)
 - IP address (open cmd prompt -> ipconfig)

A helpdesk would be useless if you did not BACKUP regularly. Hey! Come back here, I did not mean back away from your computer screen, I meant you need to make a copy of your data to an external device and PLEASE store this external media in a different location to your laptop. Backing up to network shares is not allowed.

LYNC

GEA is embracing LYNC as a means to reduce the company's telecoms bill and also increase interaction between colleagues. LYNC supports IM messaging, voice, video and conference calls. If you have it - USE it!

- Publish your picture (voluntary) This will help others easily recognize you at meetings and events. The picture is used at your Profile Page, in the Organization Browser and the People Search in SharePoint and is also synchronized and used in Outlook and LYNC. Synchronization to Outlook and LYNC may take up to 24 hours. If you were wondering how can you upload a mugshot then visit this link: <http://mysite2010.geagroup.com/person.aspx>. (No NUDITY please, it is not that kind of chat program.)
- About me Maintain the field About Me to share personal information about you. This information is visible at your profile and also in the organizational browser. You can edit your profile here:

http://mysite2010.geagroup.com/_layouts/EditProfile.aspx

I know there are those that currently feel left out, but we will do our best to get you LYNC'd in. This project is imminent. ■

Alridge van der Merwe

IT Administrator, GEA Refrigeration Africa (Pty) Ltd.



GEA Training Management System

During the course of last year it became apparent that we needed to manage the training of technicians via a central database or the technicians would continually be sent on training courses in an ad-hoc manner. The original concept of the database was to track the progress of individual technicians as well as the scheduling of the required training courses.

On starting the development of the training management system, we realised that it could be used for more than just the required training of technicians, but could also incorporate tracking their entire progress/career in the company. As such the following additional functionalities were added to the system:

- An assessment database that included all the criteria required to obtain Gold Level status for technicians.
- Tracking of when the next evaluation session is due, with e-mail reminders to the respective managers, to remind them of the agreed assessment dates.
- Feed back on the completion of a technician's assessment with regards to strengths and weakness of the technician evaluated. As such this provides detail of areas that require attention with regards to training.

- Tracking of the technician's progress with regards to assessment successfully completed as well as the linked remuneration linked to the technician's progress.

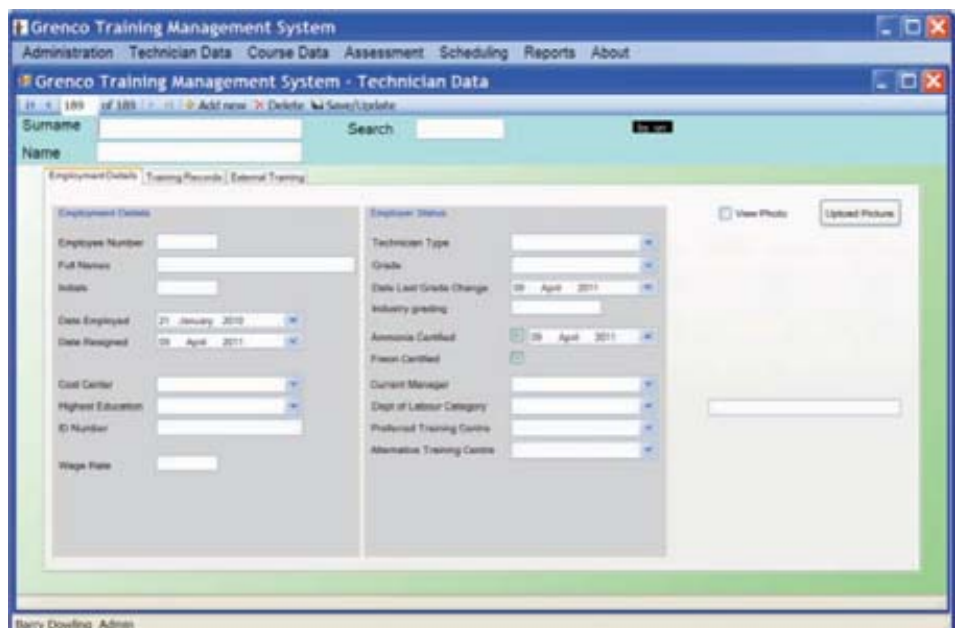
The training management system has been developed to a point where the entire future of a technician can be planned and tracked on a mutually agreed time-frame

between manager and technician.

Thanks to Eugene Snyman for his many hours of hard work, this has been a huge task with constantly changing parameters and ideas, his dedication and patience is much appreciated. ■

Stephen Long

Service Engineer, GEA Refrigeration Africa (Pty) Ltd.



HR Matters

We aim to provide relevant and up-to-date training to all staff. By law the company has to pay 1% of salaries towards the skills levy per month. To enable us to get some of this money back (for further training) we need to document all training done and report on this annually. You are therefore asked to please notify the HR department of any non-technical training you attend, or Eugene Snyman for technical training.

I was recently privileged to attend the Group HR Conference in Dusseldorf. Various systems are being looked at to improve HR services. Some of the systems (which will be implemented towards the end of 2011) are designed to assist with identifying training needs and developmental areas. I am sure that we will be able to approach career development and training in a much more professional manner. In the three days I was exposed to a lot of other countries (such as Russia, Poland, Germany, France and Italy) and believe that we have a very good and successful company in South Africa that does not have to stand back for any other country.

We are developing a proper orientation system which will help new staff feel welcome and informed from day one. Another focus area this year will be the completion of Job Descriptions for all staff, new Letters of Appointment as well as a proper Performance Management System.

I am sure you have all heard about BEE ratings that companies are required to have. This rating could affect the prospective business we get and it has started becoming a challenge for us. We do not currently have a BEE rating but we are getting some assistance from an HR Consulting company in this regard. More information will follow. ■

Lizelle Crafford

Human Resource Manager, GEA Refrigeration Africa (Pty) Ltd.



Staff Focus: Thomas Mathe - Spare Parts Sales Coordinator - GEA Mechanical Equipment (Westfalia)

Thomas Mathe is the fourth of six children; he was born and raised in Giyani in the Limpopo Province. After matriculating, he studied Purchasing Management at Technikon Northern Gauteng (now TUT).

During his studies, Thomas completed in-service training at Westfalia. After graduating in 2001, he was contacted by Oliver Meckler, then MD of Westfalia, who asked him to become an assistant in the stores. "I still remember the date when I joined GEA" he says, "it was 14 February 2002".

By October of that year, Thomas became a Storeman, a position he held for almost five years. In 2007, Richard Plazier approached him to join the sales team and he became a Spare Parts Sales Coordinator, a position he still holds today.

In 2010 Thomas obtained a B Tech in Logistics from UNISA, which has proven to be especially useful in his line of work.

Thomas lives in Soshanguve with his wife, Stella, and their seven-year-old son Lungile. "We are also blessed to be expecting

another boy at the end of October", he adds.

Outside of work, Thomas is involved in community projects in Soshanguve, where he coordinates street committees and deals with infrastructure development. He enjoys watching sports on television, particularly soccer, and is a Kaizer Chiefs fan. "I used to also play, but I'm retired now" he jokes.

Thomas believes that it is his hands-on, hardworking approach that has brought him to where he is today. His advice to young people is "don't be afraid to take risks and follow your dreams". ■



Staff Focus: Stephen Olivier - Industrial Technician - GEA Refrigeration Technologies (Grenco)

Stephen Olivier started his career with GEA in 1986 as a labourer under the foremanship of Mr Visser. At that time, the head office of GEA was still in Paarden Eiland, we have since moved twice to our current position. In 1994 Stephen became a Technician and is now one of the best skilled Industrial Technicians in the country.

Stephen and his partner Colleen have been together for 23 years and currently stay in Bothasig, where he is very active in community work, assisting individuals where needed. Stephen is the proud father of a daughter who completed her training in the catering industry and works as a caterer.

When not at work, Stephen loves to spend his free time on photography, gardening and PC games. He also has a passion for rally driving but due to the high cost, he is

not as involved as he wishes.

Stephen's work philosophy is to always keep the client happy, and he consistently achieves this by putting in 105% and upholding our reputation as a trustworthy supplier. ■



Message from André Schoonraad

This is my first message for the new combined publication of the GEA Segments in Africa – GEAred for Africa. This has taken some time to come to fruition but finally we are ready to go to print with the first edition. Congratulations to Ilse van der Merwe, Lynnette Lee and Taryn du Plessis of Mechanical Engineering for getting this done.

GEA Management Meeting

In March of this year the annual Management Meeting of GEA (Worldwide) was held in Johannesburg. This was significant for the GEA companies in South Africa and a portion of the meeting focused on projects which had been carried out by the local companies. In our case we were given an opportunity to showcase the recently commissioned plant of Ceres Beverages in Wadeville Johannesburg. This plant was sold with the help of our colleagues from GEA Process Engineering so we were able to do a joint presentation with them.

Organisation

Within the Refrigeration Technologies Segment in South Africa we are well on our way in the restructuring of our business with 4 of the 6 business units which make up the RT segment of GEA. Analysis of the profitability of each of these units is showing some interesting results. The Business Units which we currently have in our structure are as follows:

- Food and Industry - Contracting.
- Skids - Grasso.
- Transport Sales Africa - Transport Division.
- Service and Spare Parts - Unchanged.

Going forward the "skids" BU will be redefined to separate out the "component" portion of the business which currently is still in the "skids" BU. We will later analyse the opportunities for growing the "Freezer" business as a separate Business Unit. This would then mean that we would be properly aligned with the new direction of our Segment.

Commercial Department

In analysing the results of each of the new business units individually, comparing business processes internally as well as with other companies in the Segment we are able to identify a number of opportunities for improving efficiencies, mainly by combining administrative functions.

Given the number of opportunities which we have been able to identify we have increased the role of the Commercial Department. In the last edition of Let's Chill I mentioned that Janine Davie had fully taken over the role of managing this



department. Since that time we have added Lisa Newman as Commercial Controller. Lisa has now been in this role for 6 months and already her accounting experience has brought a new dimension to some of the projects taken on. More recently 50% of Cathy Grey's time has been added to the Commercial Department particularly to use her practical knowledge of our Axapta system as well as her experience in our Service Administration systems. The diversity of experience in this department is starting to show significant results.

Whilst we have managed to make many improvements already we have a long way to go to meet the expectations of GEA. Given the fact that the market largely dictates the sales price of our equipment and services most gains in profitability have to be achieved via efficiencies improvements of our processes. They will continue to investigate further improvements in our systems and structures and it is essential that the all our people cooperate in finding ways to improve our current processes. In some instances we will be restructuring particularly "behind the scenes" services to optimise efficiencies and this will mean that "comfort zones" will be effected. Our aim however is to achieve improvement – it is not to cause chaos. In particular we are looking to find opportunities where spare capacities can be combined to improve efficiencies.

We will continue with the process of performance management where we see that it has become vital to improve performances

in certain roles. It should be well understood that the primary purpose of this type of performance management is to rectify the performance of the role players and that dismissal for non-performance is an absolute last resort. What we are trying to achieve is that all our people take responsibility for their functions to ensure that the load is spread fairly amongst our people. In some cases these functions may be a new challenge.

Secondment

As announced recently Ken Reed will leave us for a secondment of 2 years to take up the challenge as Managing Director of GEA Refrigeration UK. We wish Ken and Andie and their 2 girls well for their stay in UK. We look forward to working together with Ken during his time in UK to share information in various aspects of our business which will help us improve.

Sales

Since the last newsletter our sales have continued to grow. In general comparing our business to other areas of the economy in South Africa we appear to be in quite a favourable position. All areas of the business now seem to be enjoying good sales. Our Skids business started off slowly at the beginning of the year but this has now started to pick up and whilst not achieving the same sales as 2010 will at least recover significantly. Transport unit sales are experiencing a record year and in particular we have been able to secure orders from customers who have not been buying from us in recent times.

We see that the service we are able to provide as being a factor when customers compare us to our opposition. In our Food and Industry unit (Contracting) an increasing portion of this business is coming from beyond our borders. In particular we have received a number of project orders from Namibia, Botswana and Zimbabwe with a significant increase in demand for service work coming from these countries as well as East Africa. In the latter Peet van der Westhuizen is really settling in in Dar es Salaam and a constant flow of service work is starting to materialise.

On a personal note Peet has managed to become part of the local community and his son Johan has also moved to Dar es Salaam as Marketing Manager for a local butchery and delicatessen business.

We look forward to continuing to build on this new publication and the relationship between the various segments of GEA. ■

André Schoonraad

Managing Director GEA Refrigeration Africa (Pty) Ltd.

Congratulations!

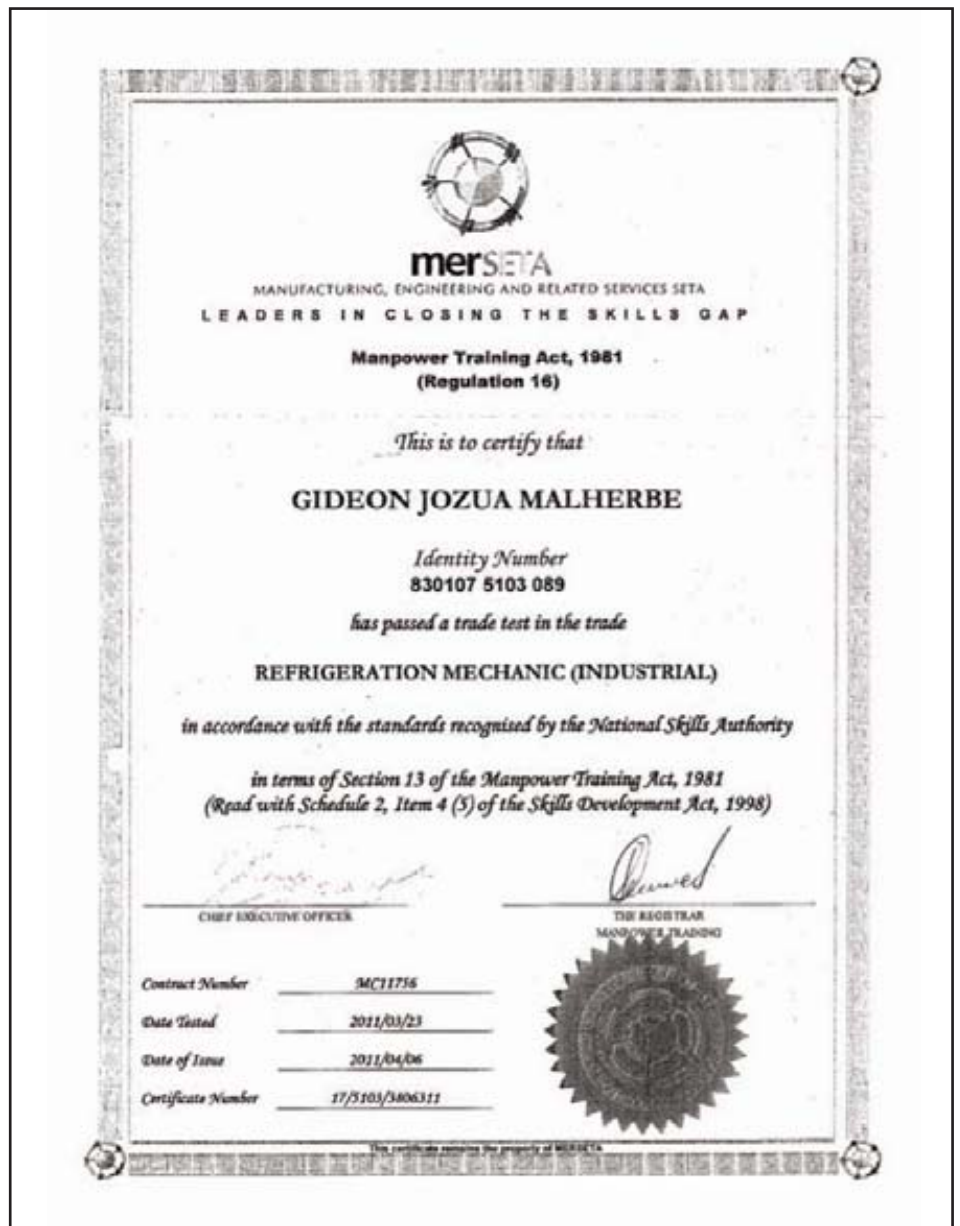
We are extremely proud of our Central Region Service Administrator, Bronwyn Masson, for completing the Comrades Marathon this year. Bronwyn says that she will definitely be back next year, since she is determined to get back-to-back medals.

Service Awards

Oscar Thomas - 15 years
Ekaneng Mokotong - 15 years
Stephen De Gruchy - 35 years

Training

We would like to congratulate Gideon Malherbe on receiving his MERSeta training certificate as Refrigeration Mechanic.



Soccer

At the end of last year, the Grenco soccer team members won the final of their league at the Montague Gardens Arena. This led



to promotion into the top premier league. This season the team name has changed from Grenco to GEA UTD. ■



The women of the GEA Refrigeration Africa (Pty) Ltd. (Grenco) Johannesburg branch attended a U Chef cooking class in February. Janine Davie, Carla Venter, Nathania Botha, Stephanie Adendorff, Eureka van Wyk, Ashleigh Botha, Langa Lanelihle, Denise McKay, Mary Mukuka, Christine Rawlinson, Jenny Grobler, Chantelle Van Wyk, Kerry Dreyer.

A colourful solution by the Projects Division

On 20 April 2009, Novo Packhouse, a wholly owned subsidiary of the Colors Group in Paarl, burned down during a fire. All that remained was the refrigeration plant room and some of the existing cold storage facilities. Colors saw the catastrophe as an opportunity to construct a new pack house, which would be environmentally, economically and innovatively designed – true to the Colors' slogan of "New Thinking. New Solutions."

Rudi du Toit, General Manager of Colors Packhouse, explains to "Supply Chain Today" that the new facility had to conform to the Colors Group's sustainability principles and practices. These do not only involve environmental issues, but also focus' on identification, planning, resourcing and delivering on projects in the areas of social upliftment, human and economic development and environmental stewardship.

"This means," says Rudi, "that we implement every sustainable technology and practice within our means, ensuring that the project conforms to Colors' sustainability ethos with respect to the design and construction. At the same time, we aim to ensure a wholesome working environment for our staff, a simple example being the outward design of the facility, where we included large windows, north facing ventilation louvers and south lights, which not only have a positive impact on our staff and their working environment, but also provide natural lighting and ventilation. We also implemented minimised paintwork, optimal cold-room designs, state of the art thermal insulation technology, water recycling systems and so on." Photo-voltaic systems can be readily added at a later stage.

"Not only will such a building represent Colors' commitment to our community and the environment, but it will also prove cost-effective in the long run," he adds. "Some of the technologies, techniques and materials that were implemented in the project were not the cheapest; however, they are proving to require little maintenance and are mostly self-sustaining."

Perfect partner

To implement their strategy, Colors Packhouse contracted GEA Project Solutions, which is part of GEA Refrigeration Africa, who in turn are part of the internationally acclaimed GEA Group. GEA Projects specialises in the research, planning, design, coordination and project management of any green- or brownfields project where cooling technology is required. In turn, they offer their clients a cost-saving benefit by not charging fees on the refrigeration component of the project.

In the case of the Colors Packhouse, GEA Projects' General Manager Ilse van der Merwe, Project Manager Wiekus Venter, and their team embraced Colors' vision of a world-class, fully sustainable facility, as well as the principles of value engineering.

Accurate assessment

GEA Projects began by assessing Colors' wishes for their new pack house. Firstly, the design team thoroughly researched the company's sustainability intention. They conducted studies on the use of natural and energy efficient lighting; on water recycling and rain water harvesting; on Light-Frame-Home building technology and every other aspect of Colors' objectives for their new pack house.

Phase one was completed during May 2011 and included the overall structure and offices, and a Greefa multi fruit sorting and grading line. For the refrigeration of the new pack house, GEA Refrigeration Africa designed and installed two regulated



atmosphere cold rooms. These cold rooms can reduce the temperature of the fruit from +30°C to -0.5°C in the required period, while maintaining optimal RH levels, thus ensuring fruit quality. The two rooms have capacities of 1720, and 860 bins of fruit respectively. The former has a daily intake rate of 800 bins per day, while the latter room has an intake of 160 bins per day. These volumes were calculated to accommodate Colors Packhouse's future volumes.



Sustainable considerations

Given the sustainable nature of this facility, GEA Projects considered every aspect of the design. The cold rooms are located inside the pack house, reducing the infiltration loads from the environment. In addition, the insulated panels used for the walls and ceiling construction are 150 mm thick. This reduces the infiltration loading of the room, minimising the energy input to cool down and maintain the fruit temperature.

The pack house is well insulated due to the use of the light frame insulated walling system, insulated ceiling, and natural ventilation. In effect, this means that the refrigeration requirement for the cooling of the rooms is minimised, resulting in vital energy savings. In addition to this, special attention was paid to throughputs and pack-outs of the new facility – the most critical parameters by which a fruit pack house is measured - the new pack house delivers optimum performance in both these areas.

According to Rudi du Toit, Colors are exceptionally pleased with the quality of product and service they received from GEA Refrigeration Africa. "They went above and beyond the terms of their contract in order to get the job done and also completed a week ahead of schedule!

"The same goes for GEA Projects," he continues. "They truly took ownership of this project. Even the sub-contractors sourced by GEA Projects have impressed us; they all tend to take a lot of pride in their work and are extremely knowledgeable. Wiekus Venter in particular, has been an integral member of the project team. He pre-empted our concerns and was in total control of the project."

The Colors and GEA team look forward to the next phases of the project, which include personnel facilities, additional forced cooling and static cooling cold storage capacity, a Greefa pre-sorting line and additional specialist packing lines. ■

Interesting Facts

- The pack house handles the grading, cooling, sorting and packaging of apples, pears, nectarines, peaches, plums and apricots.
- The facility currently has a capacity of 70 000 bins per annum, it will eventually have a capacity of 130 000 bins per annum.
- The pack house currently employs 130 people per shift.
- The production area is 8 485 m², with a mezzanine area of 2 633 m² and 568 m² offices and administrative buildings.
- Nearly one kilometre of stainless steel drainage channels were installed.
- The entire building is positioned with a north-south aspect. Panels in the roof let in light from the south and provide ventilation on the northern side.
- The fire prevention systems include 5,9 km of fire related pipe work.



Babies

Congratulations to the following staff members:

1. Michael James on the birth of a baby girl, Leela James on 28 June 2011.
2. Nomusa Madonsela on the birth of a beautiful baby girl on 6 March 2011.
3. Wesley Slabbert on the birth of his baby girl, Tayla Jade Slabbert on 24 March 2011.
4. Ryno Rüster on the birth of his baby girl, Zara Rüster on 11 July 2011.
5. Ronnie Meechan on the birth of a baby girl, Lily Meechan on 11 July 2011.



Message from Hannes Steyn

In the past, refrigeration trends in South Africa used to develop independently from international markets. However, over the past three years, we have seen South African trends falling more and more in-line with international tendencies.

Three factors have been central to this shift – the pressure to be “green”, the cost of high energy consumption and the global recession. As a market leader in SA, Grasso remains at the forefront of new technologies which address these factors.

Due to the global movement towards environmental awareness across all business sectors, our clients face ever increasing pressure to be “green”. Certain synthetic refrigerants are being rapidly phased out, and at Grasso we have seen a distinct increase in enquiries about natural cooling.

To address this demand, GEA has developed an ammonia chiller design that sets new standards in energy efficiency and compactness, called BluAstrum.

Previously, energy consumption did not play

a vital role in our clients’ choice of products. However, with lowering interest rates and rising electricity costs in South Africa, energy consumption has become a central consideration.

At Grasso we have seen that heat recovery is increasingly important and there is a definite increase in the sale of heat exchangers and of piston compressors as opposed to screw compressors.

Examples of this trend are our first order for an ammonia heat pump for Rainbow Farms in Hammarsdale, as well as an order for Vector in Rustenburg to replace their screw compressor with a piston compressor. This is also the first time that the V1400 is being used in South Africa.

Grasso has made a significant investment into the research and development of the V-series piston compressors. Due to the energy saving nature of the products as well as increased servicing intervals, the total cost of ownership of the V-series is significantly lower than that of screw compressors. In the current market, this is a significant advantage.

We look forward to continuing to build on this new publication and the relationship between the various segments of GEA. ■

Hannes Steyn

Executive Director GEA Refrigeration Africa (Pty) Ltd. (Grasso)



Grasso to supply AWP valves in South Africa

At Grasso we have been using imported AWP valves for our packaging for about ten years. However, we have now started marketing the valves in South Africa and will be keeping stock locally.

AWP has over 35 years experience as manufacturers of valves for the refrigeration industries. The company AWP GmbH was founded in 1992 and the factory in Prenzlau is situated on the industrial business park where valves of all types have been manufactured since 1972. GEA acquired the company in

2006. AWP valves are known for their high quality ANSI butt weld connections, which comply with all SA standards.

We will be offering 25 bar, 40 bar and 63 bar design pressures, as well as bonnet extensions and internal bellows options for low temperature applications.

The range we will be supplying includes stop valves, check valves, regulating valves, safety relief valves, service and oil drain valves, strainers and sight glasses. ■



Service Awards

Daniel Lakay - 15 years
Edwin Cooper - 15 years



On 15 June 2011 GEA Refrigeration Africa (Pty) Ltd. (Grasso) held a ten-pin-bowling teambuilding event at Grand West Casino Bowling Arena. Some GEA Refrigeration Africa (Pty) Ltd. (Grasso) members joined the event.



Message from Ronnie Meechan

The need for the transport industry to "go green" is well documented but applies even more to the refrigerated transport industry. The recent launch of the new T-series rigid truck range which offers a new found balance between fuel efficiency and performance levels is testament to GEA's philosophy towards not only adding value to the businesses of our clients but also in reducing the global carbon footprint through improved technologies and processes.

In addition to the already comprehensive Truck and Trailer range, we are excited to announce the addition of the new Cryogenic refrigeration unit. This is a CO₂ based unit that offers a noise and pollution free solution.

Following the trends of the European markets, the transportation and handling of both Refrigerated and dry goods in South Africa has become somewhat of a specialized operation and the need for safe and reliable lifting equipment is a prerequisite. Our Dholandia truck and trailer

Tail-lifts ranging from 1 ton through to 9 ton cater for exactly that. There are a range of "off the shelf" options, but more importantly these lifts can be manufactured and tailored to suit most applications and requirements.

The total service solution is further driven by our competent technical staff around the country. Skill levels and the shortage thereof has always been a challenge throughout South Africa and Indicative of GEA's commitment towards achieving the high standard of service demanded by our clients is the hands-on approach through in-house training facilities provided. Personnel are professionally trained in technical ability as well as life skills and are evaluated throughout their career paths to also ensure personal growth within the company.

In support of our drive towards superior after-sales service we have improved our THERMO-KARE range of maintenance contracts on offer. Our comprehensive maintenance contract is aimed at providing hassle free and cost effective equipment life

cycles. This process is supported by our eleven branches throughout South Africa with a central management system based at our offices in Johannesburg. ■

Ronnie Meechan

General Manager GEA Refrigeration Africa (Pty) Ltd. -Transport Division



In Tou^och with cryogenic temperature management





How does it work

Full CryoTech systems move liquid CO₂ from the refillable vehicle tank through a sealed evaporator coil inside the cargo space, thus cooling the coil. Temperature controlled air is circulated over the coil and through the cargo space. Finally, having extracted all the useful energy, CO₂ vapor exhausts to the atmosphere (not into the cargo space). Heat, for defrost of the evaporator coil and temperature control, is generated by vehicle engine coolant or electric heaters (standby operation).

The result

Clean, silent, powerful and reliable refrigeration

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GEA Transport Division builds a refrigerated home for Riaan Manser

Riaan Manser rose to prominence when he became the first person to cycle around the entire perimeter of Africa. He was also the first person to circumnavigate Madagascar in a kayak.

In preparation for his latest adventure, a kayaking trip in Iceland with Dan Skinstad, Riaan spent 8 days, travelling from Durban to Cape Town, in a 40 ft refrigerated container in support of his No Food for Lazy Man trust, which buys sports equipment for underprivileged children.

The trip, called Warming up for Iceland, was meant to prepare him for the type of temperatures he would be living in during the Iceland expedition. The temperature in the main part of the truck was -20°C. In that area he was provided with cycling and rowing equipment to keep fit and warm.

The back of the truck was a dry section, where the temperature was about 0°C, here Riaan could sleep and use electronic equipment.

Needless to say, it was an unusual and interesting project for GEA Transport Division, who not only equipped the truck, but was also one of the main sponsors for the trip.

The trip was a fund- and awareness-raising success, which Riaan agrees could not have happened without some vision on the part of GEA Transport Division- "I had phenomenal support from sponsors to make this crazy thought come to life. The guys from GEA Refrigeration and Serco Refrigerated Trucks and Containers built my specially adapted refrigerated container and created a little home inside it for me. I even had ablution and shower facilities (although my shower water constantly froze)." ■

Re-Structuring of Sales Support

As a result of our business growth and the overwhelming potential for further growth in neighbouring African countries, we are re-structuring our sales organisation.

To ensure that the high levels of customer service we are known for locally are continued across the border, we have assigned the responsibility of Africa Sales Support to Rob Shaw.

Rob first joined GEA at our Cape Town branch in 2002 as a Senior Sales Representative. His passion for sales has ensured that he has moved up the ranks quickly, and he assumed his latest position in July this year.

Francois van der Westhuizen has taken over responsibility as National Sales Manager – Transport in South Africa. Francois joined GEA as a Sales Representative in Cape Town in April 2007 and was promoted to Sales Manager in 2008.

Schalk van der Merwe and Jason Bolton have joined us as Sales Representatives.

We wish them all well in their new positions. ■



Message from Bodo Fabry

At GEA Process Engineering, we are continually taking steps to expand our business interests. As a result, there have been a number of exciting developments over the past few months.

Our Automation, which used to be outsourced, is now managed internally. I would like to take this opportunity to welcome Pieter Dorland, who joined our team on 1 July this year as Automation Manager and is tasked with building effective in-house automation.

Internationally, GEA Process Engineering consists of twenty technology branches. In South Africa we currently operate in ten of these sectors including brewing, dairy and juice as well as evaporation, crystallisation and drying which we added in November 2010. With the recent acquisition of Procomac, we have now added septic filling to our range of technology branches.

Our focus for the near future is to bring GEA Process Engineering and our sister companies to Sub-Saharan Africa. In this regard we are aiming to establish ourselves in Nigeria within 2011 and in Kenya next year. ■

Bodo Fabry

Managing Director GEA Process Engineering (Pty) Ltd.



GEA Process Engineering South Africa assumes responsibility for GEA Niro

In line with its corporate strategy to unite GEA companies into a single entity and strengthen its corporate portfolio, GEA Process Engineering, a subsidiary of the GEA group and leaders in process engineering, has announced that it will be taking over the responsibility for new sales, spares and technical support for all GEA Niro equipment in South Africa and Sub-Saharan Africa.

GEA Niro, world leaders in industrial drying, supplies drying process systems and process lines for powder production to the food, dairy, pharmaceutical, and chemical industries. This includes spray drying, freeze drying, and fluid bed processing as core technologies.

GEA Niro will join GEA Messo (suppliers of process solutions for crystallisation and related concentration technologies) and

GEA Barr-Rosin (suppliers of drying technology) as one of three new brands represented by GEA Process Engineering South Africa.

This will bring the agreement between GEA Process Engineering A/S Denmark and Lake International Technology (Pty) Ltd to conclusion.

"Lake International has for many years successfully fulfilled its role and we would like to take this opportunity to thank them for their support during this time," says Wendy Capelin, Business Development Manager at GEA Process Engineering.

GEA Process Engineering South Africa is situated in Midrand Johannesburg, where all local services and assistance for GEA Niro equipment, as well as GEA Barr-Rosin and GEA Messo will be handled. ■



Baby

Congratulations to Lindiwe Myataza on the birth of a beautiful baby boy, Lukhanye Hlanga Myataza, on 15 March 2011.

Farewell

For the past four months, Fabian Reinwarth, a German Business Administration student, has been working for GEA Process Engineering as a trainee. He assisted in compiling market research for a number of industries:

- Food & Beverage in Sub-Saharan Africa.
- Glass, cement, iron & steel, non ferrous metals in South Africa.

During this time he also created a new GEAPE marketing folder which highlights the P-division companies and what GEA Process Engineering does locally. Since PE is now entering the non-food market, he also assisted in creating a Microsoft Access data base which will record our customers, contacts and enquiries and be used to create visit and follow up plans.

On his last day we had cake and quiche (made by his mother) plus a few drinks to wish him well for the future.

Good Luck Fabian and thank you for your efforts. ■



Fabian, Sibulethu and Wendy



New staff member

GEA Process Engineering welcomes Pieter Dorland to the Engineering Department - this is a new position and he will be supporting the Engineering Department with instrumentation and control engineering. We wish him well in this new position. ■

Message from Richard Plazier

During the 2011 GEA Mechanical Equipment management meeting a clear message was given to us; EXPAND ME.

EXPAND ME stands for growth in all directions for all GEA Mechanical Equipment business units; GEA Westfalia Separator, GEA Tuchenhagen Flow Components and GEA Niro Soavi.

Big investments have been approved to Expand ME and our production facilities. Our main production site in Germany (for separator in Oelde) will be totally modernized.

Furthermore, new production facilities are being built in India and China. In the Chinese city of Wuqing a land usage agreement with the Chinese authorities was signed for 80 000 m² with an option to double that size. Production is scheduled to start in 2011.

In the Oelde organization, major efficiency projects are rolled out to speed up order processing and improve service logistics. The order handling is now totally centralized

into 1 department, meaning that we as a subsidiary are no longer required to enter our orders into different departments.

Our logistics will be efficiently improved by outsourcing distribution to an external company; this should be in force by end of 2011.

All these improvements will need us to act quicker to market! For our territory, this means feet on the street and being in consult with our customers all the time. EXPAND ME, for us in Africa means:

- Customer development, more contact with existing customers improving customer satisfaction and loyalty.
- Market development, selling our products into more and different markets.
- Diversity, cross selling GEA Mechanical Equipment products to our customers.

High on our list of priorities at the moment is market development in East Africa. Kenya, Tanzania and Uganda are clearly becoming more stable and ripe for capital investments.

Together with GEA Refrigeration Africa we are working on a master plan to improve our local presence and become successful in sales and service together. The main part of this master plan is to roll out our operational services positioning having 1 identity; GEA Service Africa.

Our head offices are EXPANDING ME, we are GEAred for Africa. ■

Richard Plazier

Managing Director GEA Westfalia Separator South Africa (Pty) Ltd.



GEA Westfalia Separator South Africa fits West Coast winery with waste water decanter

GEA Westfalia Separator South Africa – a subsidiary of GEA Westfalia Separator Group, the global leader in the field of mechanical separation - recently supplied South Africa's largest producer of organic wines with a decanter. Privately owned by the Rossouw brothers with a 26% shareholding by its cellar workers, Stellar Winery on the West Coast Wine Route is renowned for its environmentally friendly production practices.

"The UCD 205 decanter from the GEA Westfalia Separator Group is a continuously operating horizontal solid wall centrifuge, with an open design frame with gravity discharge of the clarified phase, and is used for industrial as well as municipal wastewater sludge dewatering. The small decanter is easy to install, easy to operate and maintain and allows for easy retrofitting due to its low space requirement," explains Annarie Lloyd, Sales Engineer, GEA Westfalia Separator South Africa.

Stellar Winery recently acquired a second processing facility near Vredendal and is currently retrofitting the former KVV-owned grape juice concentrate and distilling wine plant. The facility features a custom built wastewater treatment plant and it is here that the decanter UCD 205 will be installed.

"At our Trawal facility, which we acquired

in 2001, we have a settling pond to screen solids from the wastewater in our facility. The water goes through aeration and an effective micro-organism treatment before being used for irrigating the vineyards. The sooner in the process we screen the solids in the water, the higher the oxygen content of the water is and the less processing it needs. With the advancement in technology and in line with our strategy to constantly look at ways to improve on our processes, we have been in the market for a reliable wastewater decanter," explains Willem Rossouw, Chief Executive Officer and co-owner of Stellar Winery. GEA Westfalia Separator Group was chosen to supply this need.

"Although we have not used decanters from the GEA Westfalia Separator Group before, we trust the brand's reputation in the industry as one of the best suppliers of decanting equipment for our purposes," says Rossouw.

The decanter, fully manufactured in Germany, is expected to be installed and commissioned at Stellar Winery Vredendal by mid-February and will produce a steady stream of 3 000 litres of water per hour, 24 hours a day.

Stellar Winery currently produces 10 000 tons of grapes per year, and hopes to push production up to 24 000 tons with its new facility. It was the first organic winemaking operation in the world to win the coveted

Fairtrade certification; the first cellar in Africa to produce commercially viable no-sulphur added wines and is currently the number one organic wine brand in the United Kingdom. The grapes are drawn from farms spanning the northern boundary of the Olifants River wine region and Namaqualand and red, white and rosé wines from the most popular cultivars, including sauvignon blanc, chardonnay, pinot noir, muscadell, merlot, pinotage, shiraz and colombar, are produced. ■



Message from Lambert Petersen

Both GAS and GNL are very fortunate in carrying over a strong order book from 2010 (besides Medupi and Komati). This has allowed us to have a healthy shop loading and overhead recovery situation for the first two quarters of 2011.

Unfortunately, the market in the first quarter of 2011 has been extremely quiet, resulting in very low order intake figures. It is quite difficult to determine at this stage, what the exact reasons are but it appears to be a general trend within our industry. The potential still remains with equipment replacement at existing plants rather than new green field projects and we will continue to focus our energy in this area.

On a lighter note, the new HX organizational structure is in place. Eighty-four companies have been re-organized into this new organizational structure and have been operational since 4 April 2011. Your full support to ensure compliance and success for execution will be truly appreciated.

In months past, GAS and GNL have been successful in achieving and maintaining NOSA 4 Star Safety ratings, ISO9001 and ISO18000 approvals as well as retaining the ASME U8 Stamp. ■

Lambert Petersen

Managing Director GEA Aircooled Systems (Pty) Ltd.



Refurbishment of small ACC (Air Cooled Condenser) at ArcelorMittal

GEA Aircooled Systems was recently awarded a contract by ArcelorMittal to refurbish and expand a small air cooled condenser at the ArcelorMittal Vanderbijlpark plant. The original ACC was built in the mid 1980s by DB Thermal and consisted of two A-frame roof rows each with four fan modules.

GEA's scope of work includes the following:

- 1) Remove the existing DB Thermal finned tube bundles and steam distribution ducts from the ACC.
- 2) Install new GEA finned tube bundles on the existing 8 fan modules.
- 3) Erect the required steelwork for four additional fan modules (2 new fan

modules per A-frame roof row).

- 4) Install new fans, motors and gearboxes on the new fan modules.
- 5) Install new GEA finned tube bundles on the new fan modules.
- 6) Install new larger steam distribution ducts on the two new lengthened A-frame roof rows.

Colin Rose is the contract manager for GEA Aircooled Systems. The structural steel supply and the erection of the structural steel, ducting, piping, bundles and mechanicals have been subcontracted to A. Leita.

It is expected that the plant will be commissioned in November 2011. ■

Team Building at Medupi

The ACC's Team Medupi consisting of Members of MET, Alstom, GEA and Kentz initiated a team building potjiekos competition that was held on 2 April 2011.

This was an outstanding occasion where a lot of effort was put in by all contestants to deliver the best potjie and competition was fierce.

GEA entered five potjies, and Gideon and Johan's oxtail potjie was declared the overall winner. It was a mouth watering, fall off the bone, out of body experience

complete with dumplings that our colleagues from the UK simply could not resist.

On a more serious note, taking nothing away from the individual winners of the potjie competition, it was unanimously agreed by all who attended that the real winner of the day was undoubtedly the ACC's Team Medupi! It was quite clear that there were no boundaries between companies on the day and that a spirit of cooperation prevailed and all agreed to carry this forward into our day to day activities. ■



Progress on Social Responsibility

As part of GEA's Socio-economic Development Initiative, the company contributes towards non-profit organizations in and around the community.

During the Easter period, the company spread some cheer to 2 charities:

Little Eden Home - Edenvale which cares for persons with intellectual disabilities were

assisted with a donation of R5 000 for necessary medical supplies, as well as a hamper of Easter eggs and chocolates.

The Epworth Children's Village - Germiston, a residential and therapeutic home for orphaned, abused and neglected children was also assisted with R5 000 to be used for funding of 2 assessment tools in order for the home to be more sustainable. ■





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