

# PtSA News

Newsletter of the Production Technologies Association of South Africa

Issue 15—March/April 2021

## ISTMA WEBINAR: Analyses Tooling Industry in the Americas Region

*On 9 December 2020, ISTMA hosted a webinar titled “Americas: Statistics and Trends”, which attracted a virtual audience of over 80 delegates from different regions of the world, including members of PtSA.*

**José Camacho**, Snr Professor at University of Lisbon, the guest speaker for the event, presented economic data from four countries on the American Continent, and representatives of the tooling associations of these countries participated in a discussion panel during the webinar.

**Bob Williamson**, President of ISTMA, said “don’t wait for opportunities; go and look for them, develop your skills, improve them and, above all, believe in your abilities.”

The following is a summary of the comments made by the representatives of the tooling associations from the four countries during the panel discussion:

### **Roger Atkins (USA):**

At the time of the debate and noting the reduction in activity felt by manufacturers as a result of the pandemic, Roger argued that companies must “start positioning themselves now for the recovery of the economy” that he believes will happen in the near future. Employee training and capacity building are, in his view, key elements to the period after pandemics.

### **Rob Cattle (Canada):**

Pointed out that in his country, many companies in the sector had managed to grow by moving into other areas, changing the focus they had placed on the automotive industry.

For this reason, he considered that “diversification is the way forward” to recover activity. And, in this sense, he urged manufacturers to equip themselves with the appropriate technologies.

### **Christian Dihlmann (Brazil):**

There is an enormous need in his country to invest in training in order to improve the qualifications of professionals, especially those who, he stressed, “are in charge of business. Many manufacturers “are not well prepared for the problematic situation that has arisen in recent months”, he referred. In his view, improving standards is the possibility of having a bright future.

### **Eduardo Medrano (Mexico):**

Who chaired the debate, said that industry in his country was going through a difficult period, mainly due to the delay in launching new models in the automobile and aeronautical sectors. But when this situation changes and the market picks up again, he warned, manufacturers “have to be prepared and, for that, they have to start already with it”. Well-trained professionals and technologies that ensure greater efficiency are, in his view, the main topics.



**Eduardo Medrano**

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## Comments from the COO - John McEwan

Welcome to the first issue of PtSA News 2021.

We take this opportunity to wish all our PtSA members and our readers, a successful year ahead, and trust that we will all overcome the difficulties we are facing as a result of Covid-19.

To assist our members and readers in these difficult times, we are including a section in this Newsletter which details some of the assistance schemes that are available to help companies through this period and beyond. These have been communicated in previous publications and Networking sessions, but we are repeating them in this Newsletter for your benefit.

We are, again, including an article written by Albert Brink, Executive Manager, Regional Operations of Productivity SA, regarding the achievement of improved productivity in the workplace, which we hope will be of benefit to you.

Productivity SA, a member of PtSA, has assisted a number of our PtSA members to achieve improvements in efficiency and output at lower input costs, through programmes such as the Turnaround Solutions Programme and Workplace Challenge Programme.

To quote Lasni Millar, MD of Wagner Systems, the winner of the National Productivity Award in the Emerging Business Sector category for 2019, "I have no doubt that the successful outcome of the (Turnaround Solutions) programme offered by Productivity SA has placed Wagner Systems in a favourable position when it comes to proficiency and output". We are including articles which highlight the practical application of the **PtSA Enterprise De-**

**velopment Programmes and Productivity SA Programmes.**

We encourage our PtSA members and our readers to make use of these programmes offered by PtSA and Productivity SA. In this time of negative news, it is encouraging to hear of one sector which is showing good growth resulting from the lockdowns, and that is the bicycle industry.

According to industry experts, this is as a result of renewed interest in a healthy lifestyle with a large number of people taking up cycling or upgrading their bicycles. Let us hope that this has a positive spin off in other sectors.

We are including articles from the 21<sup>st</sup> Annual RAPDASA International Conference and the PtSA National Information Sharing Event which were held towards the end of last year. These virtual events proved very successful and gave the opportunity to share information and experiences with a large number of people both locally and internationally, for the benefit of the industry. We trust that you will find these articles useful. We are pleased to also include an opportunity for our PtSA members to acquire state-of-the-art software at special prices, and we thank Gary Longshaw and his team from Intratech (PTY) Ltd. for making this possible.

We hope that you will enjoy reading our Newsletter.

- John



## From the PtSA Group CEO's Office—Tapiwa Samanga



**It has been one year since the COVID-19 pandemic hit the world... a year when we had to re-look at the way we live, do business, and work.**

As PtSA management, we are focused on the post- COVID era and imagining new innovative ways that we can better serve our constituency and assist them to not only recover what was lost due to COVID but also grow new markets.

We want our membership to be at the core of the positive developments expected to get our economy and that of the region humming again. In this season we will be more engaged with our membership, so expect to hear from us more often .... just as we expect to hear from you more often as well.

Good luck with the recovery.

## PtSA National Partners



# OPPORTUNITIES FOR ASSISTANCE TO THE TDM INDUSTRY

DESCRIPTION	DETAILS	CONTACT DETAILS
<p><b>A. PtSA Enterprise Development Programmes</b></p> <p>1. Benchmarking</p> <p>2. Intervention Projects</p>	<p>Benchmarking of companies in the TDM (Tool, Die, Mouldmaking &amp; Precision Machining) industry to international standards</p> <p>Business Consulting Support through various projects to assist companies to become locally and internationally competitive</p>	<p>PtSA</p> <p>Je'Maine James-Lowicki jemaine@ntipweb.co.za 012 760 0332</p>
<p><b>B. Affordable software to improve the competitiveness of smaller toolrooms</b></p>	<p>Gstarsoft Solutions</p> <ul style="list-style-type: none"> <li>- Low purchase cost</li> <li>- Familiar user interface</li> <li>- No annual subscription charges</li> <li>- Free technical support for a year</li> <li>- Discounted pricing for PtSA Members (See details in the Newsletter)</li> </ul>	<p>Intratech (Pty) Ltd.</p> <p>Gary Longshaw info@gstarcadza.co.za 087 806 3199</p>
<p><b>C. Productivity SA programmes to assist in improving the competitiveness of businesses</b></p> <p>1. Kaizen Workshops (continuous improvements)</p> <p>2. Business Turnaround and Recovery</p>	<p>3 Day workshops, spread over time, to develop practical problem-solving skills in the workplace. On-site assistance over a 3 month period with the application of skills through improvement projects. Fully funded by the DTIC.</p> <p>Assist businesses in decline with the implementation of action plans, developed in conjunction with the business, aimed at improving operational efficiencies and performance. The process is fully funded by the UIF and is implemented over a period of up to 6 months. Expertise from within and outside of Productivity SA are used when assisting qualifying business entities. Capacity building of staff to maintain initiatives at the end of the implementation period is an integral part of the BT &amp; R programme.</p>	<p>Productivity SA</p> <p>Albert Brink albertb@productivitysa.co.za 082 658 2422</p>
<p><b>D. IDC Distressed Business Funding:</b></p> <p>1. Covid-19 Small Industrial Distress Fund (working capital and asset finance)</p> <p>2. Covid-19 Distress Business Fund (working capital and asset finance)</p>	<p><b>For companies BELOW R50m turnover:</b></p> <ul style="list-style-type: none"> <li>- Loan between R1m and R15m</li> <li>- Prime less 3%</li> <li>- No BEE requirements</li> <li>- 36 months repayment terms (working capital) 60 months (assets)</li> <li>- Viable 18 – 24 month turnaround plan</li> </ul> <p>(See details in this Newsletter of presentation given at November Networking Event)</p> <p><b>For companies ABOVE R50m turnover:</b></p> <ul style="list-style-type: none"> <li>- Loan up to R100m</li> <li>- Prime linked</li> <li>- No BEE requirements</li> <li>- 36 months repayment terms (working capital) 60 months (assets)</li> <li>- Viable 18 – 24 month turnaround plan</li> </ul>	<p>Ganief Bardien (Regional Manager, Western Cape) ganiefb@idc.co.za 082 473 8817 021 421 4794</p>

# Where To From Here....

By Albert Brink, Productivity SA Executive Manager: Regional Operations (Region 2)

*In 2020, COVID-19 had a devastating impact on the economic and business landscape.*

By all indications things will not necessarily be much different in 2021. Except for a small number of businesses for whom the pandemic created unique opportunities, most business entities suffered and are still suffering because of the pandemic.

Liquidations, business closures, scaling down of business operations, retrenchments and rising unemployment are but a few indicators of the havoc created by the pandemic.

Take heart, all is not lost!

The world has recovered from devastating situations before. At the end of World War 2 in 1945, Japan was a defeated and devastated country. The recovery period (1945 – 1954) was followed by an era of rapid growth (1954 – 1972). Japan soon became the second largest economy in the world after that of the USA.

The Japanese miracle was such that the country and its businesses became the envy of the world in the 1970's and 1980's.

Everybody was interested to find out exactly how the Japanese did it. Today Japan is a highly industrialized, competitive, and productive economy which is ranked third in the world based on its nominal GDP.



At an individual business level, the TOYOTA Motor Corporation is a shining example of the 'Japanese miracle'. Based on 2020 unit sales, Toyota was the largest motor manufacturer in that year.

It was the first motor manufacturer to produce more than 10 million vehicles per year which it has done since 2012.

**Taiichi Ohno**, an industrial engineer, played a leading role in making Toyota the world leader it is today.

He is considered to be the father of the Toyota Production System (TPS) which inspired LEAN Manufacturing.

He was instrumental in developing the

way organisations identify waste with his 'Seven Wastes' model.

When once asked about the processes and techniques used within Toyota he replied:

"All we are doing is looking at the timeline from the moment the customer gives us an order to the point when we collect the cash. And we are reducing the timeline by reducing the non-value adding wastes."

This seemingly simple answer is underpinned by the belief that things can always be adapted and changed for the better.

Continuously improving what is being done is at the heart of growth and business sustainability.

Ohno once stated: "If you are going to do kaizen continuously you've got to assume that things are in a mess."

Too many people just assume that things are all right the way they are. If you assume that things are all right the way they are, you cannot do kaizen."

When Ohno said: "No one has more trouble than the person who claims to have no trouble".

He pointed out to us the first step to becoming a more productive and competitive business is that we admit that things need to change, admit that we have problems and challenges that need to be addressed.

## ***Introducing the Kaizen Workshop***

**Productivity SA's KAIZEN WORKSHOP is a facilitated process through which employees at all levels within a business are up-skilled in the process of problem solving – from identifying problems to developing and implementing solutions.**

This is done against the backdrop of creating an understanding of business processes and the elimination of waste associated with process steps.

This practical programme which combines skills development with practical on-site implementation support over a three-month period, can potentially provide a springboard for repositioning a business amidst the challenges emanating from the COVID-19 pandemic.

The programme is fully funded by **the dtic**.

See contact details on page 11 of this issue of the **PtSA News**.

# NewSpace Systems creates exciting new opportunities to South African Industry

James Barrington-Brown, *Chief Executive Officer of NewSpace Systems*, presented a session during the November Networking Event, and discussed the **Supply Chain Requirements for Spacecraft Manufacture**.

**NewSpace Systems** is an advanced manufacturer of satellite sub-systems and components with facilities in Somerset West in the Western Cape, and the UK.

The Company is committed to delivering high quality components in their state-of-the-art facilities, which include ISO 14644-1 certified cleanrooms, and only makes use of flight approved materials and processes, such as the *European Space Agency Manufacturing Standards*.

**NewSpace Systems** offers products and innovations for spacecraft such as:

- Sensors – for stars, the sun and the earth
- Actuators – for manoeuvring of spacecraft such reaction wheels and magnets
- Spacecraft Positioning Systems – GPS receivers and antenna

They also offer services such as the assembly of components to International Space Standards.

**NewSpace Systems** is offering opportunities to *local South African companies* to supply a range of products and services to them.

The following is a list of typical products and services which are required:

- High precision Aluminium machining
- Aluminium casting
- 3D printing in metal
- Surface finishes -Surtec, Anodize, Gold plating
- Centerless (cylindrical) grinding
- Heat treatment (in vacuum or controlled atmosphere)
- Laser welding (hermetic)
- Friction-stir welding
- 'Clean' painting
- Composites and PEEK
- Honeycomb panels
- Vapour phase reflow soldering (SnPb)
- Component forming
- Testing –EMC, vibration, thermal-vacuum, emissivity



Please see contact details on page 11 of this newsletter to become a supplier.

## Capewell Undergoes a Management Buy-out

**Capewell Springs and Metal Pressings, a member of PtSA, has recently undergone a change of ownership, with Emile Coetzee purchasing the company from the German based Kern-Liebers Group.**

Operating from their new premises in Epping in Cape Town, Capewell supplies a wide range of industries with various springs and metal pressings. These include the automotive industry, the clothing industry, and the furniture industry, to name a few.



Emile, who is also the Chairman of PtSA, says that the purchase of the company demonstrates the faith that he and his team have in the future of the country, and the importance of manufacturing for the economy.

He believes that businesses must support local and each other in order to grow the economy. Capewell supports a number of local businesses by outsourcing some of the manufacturing processes such as specialised plating and some toolmaking functions.

Capewell underwent a benchmarking and intervention project through the PtSA Enterprise Development Team a number of years ago, as well as the Workplace Challenge Programme through Productivity SA, which, according to Emile, improved the competitiveness of the company and ensured its future viability.

We wish Emile and his team every success with the future.

# Affordable Software to improve the Competitiveness of Toolrooms in South Africa

**Intratech (Pty) Ltd, a member of PtSA, is offering the Gstarsoft Solutions portfolio of software to the local market at very competitive prices.**

In addition, they are offering discounted prices to all PtSA members who purchase the software between now and the end of April.

The table below indicates the pricing of the software and the discounts being offered to PtSA members.

This software was introduced to the local market by Gary Longshaw, MD of Intratech (Pty) Ltd, a South African company, at the November PtSA Networking Event.

Gstarsoft Solutions is a portfolio of powerful established 2D CAD Design, Mechanical, detailing, and drafting soft-

ware solutions, with a huge global user base.

They offer low once off costs of implementation, no annual subscription fees, free technical support for a full year, and a wealth of online training and information resources.

Providing an immediately recognisable and familiar interface, globally standardised tool icons, and incredibly high levels of automated capability,

Gstarsoft Solutions are rapidly becoming the leading tools of choice for key clients, across key industries in many well-known design, manufacturing, and engineering operations around the world.



PRODUCT	STANDARD PRICE	DISCOUNTED PRICE FOR PtSA MEMBERS
<b>GstarCAD Standard</b> Well known alternative CAD software of high compatibility with ACAD Some 3D functions are not supported	R7 320	<b>R5 856</b>
<b>GstarCAD Professional</b> Well known alternative CAD software of high compatibility with ACAD	R8 999	<b>R7 199</b>
<b>GstarCAD Mechanical</b> Covering all fields of mechanical design, GstarCAD Mechanical is professional designing and drawing software specially built for manufacturing	R14 000	<b>R10 500</b>
Overview of <b>Gstarsoft portfolio</b> <a href="https://gstarcadza.co.za/download/">https://gstarcadza.co.za/download/</a>		

**Contact the PtSA office (johnmc@ptsa.co.za or 0828820599) to apply for your discount.**



# PtSA Participated in Recent RAPDASA International Conference

**RAPDASA (*Rapid Product Development Association of South Africa*) held its 21<sup>st</sup> Annual International Conference in November 2020.**

According to Prof Andre van der Merwe, Chairperson of the RAPDASA 2020 Organising Committee, this is the first time that the conference has been held by means of a virtual event and it was very successful, with good participation by both the academic and business communities.

He added that a number of academic papers were presented, as well as a number of examples of practical applications of additive manufacturing in industry, which demonstrates the importance of the introduction of new technologies for the growth of the manufacturing industry.

PtSA and a number of its members participated in the conference, both as panellists and as presenters, with interesting topics being covered.

These included:

- **Malika Khodja**, of *Tiziri Advanced Manufacturing Technologies*, who gave a presentation regarding women in 3D printing.
- **Heinrich van der Merwe**, of *VUT*, who spoke about the future integration of manufacturing and the Internet of Things.
- **Gerrie Lombard**, of *Metalheart* and **Patrick Carroll** of *Polyoak*, who participated in the panel discussion Commercial Opportunity for Additive Manufacturing in South Africa
- **Tapiwa Samanga** of *PtSA*, who gave a presentation of Innovation in Skills Development for the Future.
- **John McEwan** of *PtSA*, who was the session Chair for the Plenary Session: Commercial opportunity for additive manufacturing in South Africa, and who gave a presentation on Innovation During Change – A Real World Experience, which covered the use of Additive Manufacturing in the Tooling Industry.



**Heinrich van der Merwe**



**Malika Khodja**



**Gerrie Lombard**

## 7 Sea Plating Expands its Offering

**7 Sea Plating**, situated in Epping in the Western Cape, and a member of PtSA, has increased its focus on **chrome plating** in order to service the growing restoration industry in South Africa.

This is in addition to the other plating services which it offers to industry, such as *zinc, tin, copper, silver, gold and electroless nickel plating*.

**Steve Horwood, MD of 7 Sea Plating**, says, “the customers for restoration chrome plating are very particular about quality, and we have been able to meet the expectations of the most exacting of our customers. Our general focus on quality has made it easier for us to meet these stringent requirements.”

In their quest to continuously improve efficiency, quality, and customer service, 7 Sea Plating have signed up to participate in **the dticsponsored Kaizen Project Programme** offered by Productivity SA.

This programme focuses on identifying efficiency improvement opportunities and implementing such opportunities within the organisation.

The programme is implemented over a four month period with active on-site support

from Productivity SA. According to **Shadley Mohamed, Senior Productivity Practitioner at Productivity SA**, this programme is a good fit for the manufacturing industry, with very positive results being achieved in the companies that have undergone the programme to date.

For more information regarding the programme, or how to sign up for the programme, please contact the PtSA office or any of Productivity SA’s offices in Midrand, Cape Town or Durban.



From the left: Albert Brink, Shadley Mohamed and Steve Horwood during the signing process at the PtSA offices

## The Great Bicycle Boom of 2020

**Throughout lockdown, rusty bikes were dusted off in garages around the world and sales of new bikes surged.**

COVID-19 brought about a dramatic increase in bicycle sales in response to the pandemic.

Heightened anxiety over public transportation and a surge in exercise has meant that more and more are choosing to use one of the most basic forms of mobility, leading to a so-called “bike boom”.

The phenomenon has been well-documented: suppliers have struggled to keep up with demand; cities have redesigned their streets to accommodate an influx of riders; manufacturers are trying to forecast the longevity of the bike’s newfound popularity; econo-

mists are considering whether e-bikes’ rising popularity will enable more commuters to get to work.

An industry that was already thriving before the pandemic has suddenly accelerated. But what will that mean for the future of bicycles?

Cycling has long been one of the fastest, most flexible and reliable methods of transport.

Even before the pandemic, millions relied on bicycles to do their jobs or get to work. But when orders to stay at home temporarily curtailed daily life across the globe, the role of bicycles transformed.

One in 10 American adults reported having ridden a bike for the first time in a year (or longer) since the onset of

Covid-19, according to research by People for Bikes, an industry coalition based in Colorado, US.



And in March 2020, ridership on trails in the US peaked at a threefold increase compared with the same period in 2019, according to the Rails-to-Trails Conservancy, a non-profit promoting the development of disused rail lines into trails for walking and cycling in the US.

*Article by: Adrienne Bernhard*

# Technology Improvements Assist with Increased Efficiencies



**Component measurement is an important part of any manufacturing process, and can contribute to increased production efficiency and the reduction or elimination of waste such as scrap and rework.**

Methods of component measurement are continuously improving with the introduction of new technologies or the improvement of existing technologies.

We will feature a number of articles in our Newsletters which describe these technologies.

The first of these articles is to introduce the next generation shopfloor CMM from Aberlink, the Extol CMM, which is the world's first CMM to utilise a delta mechanism.

Aberlink machines are supplied to the South African mar-

ket by **Caldeaz Manufacturing Technologies**, a national partner of PtSA, and are produced by the largest UK owned manufacturer of Coordinate Measuring Machines.

It is designed for robustness and reliability and can be positioned next to a machine tool in a manufacturing cell in the production environment, or used in a dedicated inspection area.

Five temperature sensors monitor the machine and ambient temperatures and ensure that the machine is capable of operating in uncontrolled environments.

Automatic tool offset corrections are available with the Aberlink 3D Software, which allows the machine to be integrated into a fully automated production process in the midst of the manufacturing environment.

Please see contact details on page 11 of this issue.



Ludrick Barnard at the Future Production Technologies Convention hosted by PtSA

## Injection Technik Implements State-of-the-Art Shopfloor Management System

**Injection Technik, a member of PtSA with facilities in Uitenhage and East London in the Eastern Cape, have recently installed a state-of-the-art shopfloor management system named Trello, which is available as a free download App.**

Injection Technik has participated in a number of projects offered by PtSA over the years, which have assisted the company in implementing a number of improvements, and which have guided the company to move from undertaking only repair and maintenance work to now undertaking the manufacture of new moulds.

**Stephan Aucamp**, Business Director of Injection Technik, says that with each project, the recommendations that were made by the project teams have assisted the company to make various improvements, including the

implementation of the shopfloor management system.

**Je'Maine James-Lowicki**, PtSA General Manager: Enterprise Development, says that Trello was recommended by the team due to its ease of use and good track record.

It is a free app which can be downloaded and was found to be very suitable for application by Injection Technik.

Stephan goes on to say that the abilities of Trello were recognised and it was adapted to include shopfloor activities such as tracking of info on short turnaround jobs (breakdowns).

Once this use became familiar to the team, the next step was to use this to plan larger projects where various actions are broken down into smaller details along with timing and tracking as well as resource allocation.



It is currently used in both Uitenhage as well as East London facilities and all info is available in real time for management to track progress.

There is a dedicated PC that has been setup on the shopfloor for the sole purpose of tracking all the work on Trello and a morning meeting is held to review all actions for the day and to plan the workload.

# COVID-19

## COVID-19 SMALL INDUSTRIAL FINANCE DISTRESS FUND

### IDC—PRESENTATION AT PtSA NETWORKING EVENT

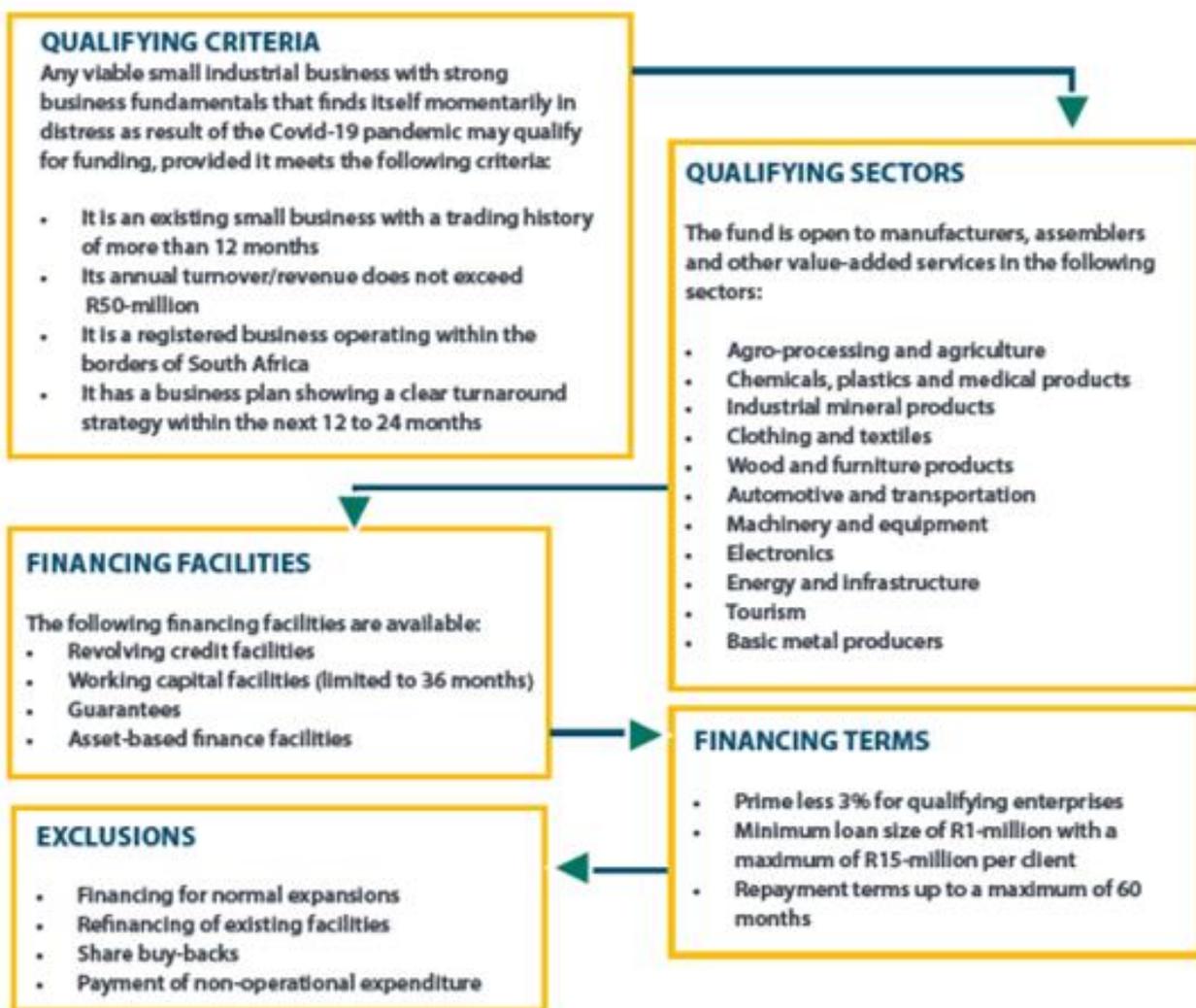
#### About the Fund

The IDC has established a R300-million COVID-19 Small Industrial Distress Fund to assist qualifying IDC clients, as well as new clients, that have been negatively affected by the COVID-19 pandemic. The fund offers concessionary finance to cover their short-term operating costs.

Please visit [www.idc.co.za](http://www.idc.co.za) to get more information about the COVID-19 Small Industrial Finance Distress Fund.

Apply online or for more information, please contact your nearest regional office.

Email: [covid@idc.co.za](mailto:covid@idc.co.za) / Telephone: 0860 693 888



# Contact details of some of the Companies and Organisations mentioned in this Newsletter

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## NewSpace Systems

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## 7 Sea Plating

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## Capewell Springs and Metal Pressing

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## Intratech (Pty) Ltd

Gary Longshaw

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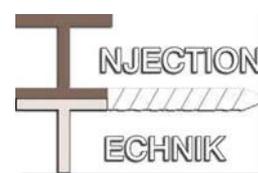
## Injection Technik

Stephan Aucamp

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**Promoting, protecting and supporting the collective interests of the Tool, Die, Mould and Special Machining Industries of South Africa in continual support of the growth and development of all manufacturing sectors**

**The role and functions of PtSA**

- PtSA promotes and facilitates **improvements in efficiency, competitiveness and profitability** of its members through the world class programmes offered by the Association
- PtSA guides its members towards a better **understanding of 4IR technologies**, the impacts of digital transformation on the industry and how its members should adapt to these technologies
- PtSA offers **skills development programmes** to ensure that the required skills are available for the members and that the existing skills within the member companies are continuously being advanced
- PtSA is the **collective voice** for its members to engage with government and authorities
- PtSA offers and facilitates **networking, matchmaking and information** programmes for the benefit of its members
- PtSA facilitates opportunities for members to make use of its **international networks** through its membership and leadership roles of the International Special Tooling and Machining Association (ISTMA)
- PtSA is **facilitating the establishment and growth** of the TDM sector across the African continent for the benefit of manufacturing
- PtSA promotes the pathway to the future through **sustainable development**

PtSA has a partnership agreement with Government



PtSA has an international footprint



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