

PtSA News

Newsletter of the Production Technologies Association of South Africa

Issue 20— May / June 2022

International Special Tooling & Machining Association



ISTMA

2023

16TH WORLD CONFERENCE

Hosted by
PtSA Production Technologies Association of South Africa



www.sbs.co.za/istma2023

18 - 22 September 2023 > Cape Town International Convention Centre - South Africa

PtSA will host the 16th World Conference in Cape Town in 2023! This is an opportunity for all PtSA members to join a world event.

The All Africa Expo will be an opportunity to showcase the capabilities of Africa

Some recent comments from ISTMA regarding tooling

“For German companies trade fairs are amongst the most important instruments in B2B communication”



“The ongoing maintenance & development of a local tooling sector has a positive developmental impact on the manufacturing economy of a country”

“The neglect of a local tooling sector has an exponentially negative impact on a manufacturing economy and can lead to de-industrialisation”



Hello PtSA family

We welcome the improvement in the general health environment in the country and around the world; we are almost getting back to normal – the 5th wave barely moved the dial.

This has allowed us the opportunity to physically move around the country to offer support and be inspired by what our members are doing. Physical network meetings have resumed; thus boosting morale among peers in the sector.

Recent highlights include visits to companies in Gqeberha which have not only survived the COVID-19 storm but have managed to expand their operations to seize new opportunities – mainly export – and are sure of growth in the medium term.

Of importance was the level of knowledge-driven innovation in the companies – possibly the reason they rode the pandemic wave with ease and are back on their feet. We continue strengthening our collaboration with provincial structures for the sec-

ond year running in the Eastern Cape provincial government, through the ECDC, which is supporting students at our regional Centre of Excellence in Gqeberha.

One of the main activities of our turnaround programme over the years has been our benchmarking and intervention initiatives, implemented in collaboration with Fraunhofer Institute in Germany. The ultimate aim is to raise the global competitiveness of our companies and those in their supply chain. We urge companies committed to see change in their companies to take up this highly subsidised opportunity.

As reported elsewhere in this publication PtSA will be hosting the global tooling family at the ISTMA World Conference in Cape Town in September 2023 accompanied by an All Africa Expo/Exhibition.

Work has already started to ensure that this will be a major and beneficial event for our members and the continent. We continue with our efforts to mobilise the TDM sector on the continent and we aim to have a functional ISTMA Africa by September 2023.

We have survived – now we rise.

- Tapiwa (tapiwas@ptsa.co.za)

Upcoming Events



ISTMA Webinars:

- 23 June
- 15 September
- 13 October

National Networking Events:

- October 2022

Regional Networking Events:

- 28 June (Western Cape)

PtSA AGM's:

- 28 June – Western Cape AGM
- 30 June - Eastern Cape and Gauteng AGM
- November 2022 – National PtSA AGM (details to follow)

PtSA Conference:

- November 2022 – National PtSA Conference (details to follow)

PtSA Partner

momentum
consultants & actuaries

ISTMA Business Conditions Report

Every six months ISTMA (International Special Tooling and Machining Association) undertakes a survey amongst its member associations to determine the current business conditions in the tooling industry in each member country, and also the forecast business conditions.

Through PtSA, a number of our members participate in this survey, from which ISTMA prepares an ISTMA Business Conditions Report which is available to all PtSA members upon request. We thank your PtSA members for participating in this survey.

This Business Conditions Report is available to all our PtSA members through the PtSA office. Please make contact with the PtSA office for access to these reports.

For the benefit of our readers we have prepared a summarised comparison of the business conditions between

South Africa, UK, Germany and Portugal, based on the latest report from ISTMA. This summary is a comparison of future work on the order books of companies in these countries as well as a comparison of the current business conditions as indicated by these participating companies.

The results of these comparisons is summarised as follows:

	MEASURE	GERMANY	PORTUGAL	UK	SOUTH AFRICA
Average future work on order books	WEEKS	10	12+	12+	7
Evaluation of business conditions	Poor	0	39%	21%	0
	Fair	88%	43%	21%	50%
	Good	0	14%	21%	30%
	Very Good	13%	4%	36%	20%

As can be seen, the South African companies which participated in the survey are generally more positive about the business conditions than their counterparts in Germany, UK and Portugal, although the South African companies have fewer weeks of orders on their books. This is a good indication of the recovery of the tooling industry in South Africa after the pandemic.

The survey also indicates that, generally for the tooling industry in South Africa, investments have increased, employment has increased and profits have increased which further supports the conclusion that the tooling industry is showing recovery after the pandemic.



Comment by John McEwan



The recently published ISTMA (International Special Tooling and Machining Association) Business Conditions Report indicates a positive trend in the South African tool, die and mould industry over the last six months of 2021, with increases in investments, employment and profits. This is good news for the outlook for the tooling industry in South Africa and for manufacturing in general.

We trust that this positive trend will continue, as more opportunities become available for the South African manufacturing industry to participate in increasing localisation, resulting from the strain being placed on supply chains by various world events. Not only are there opportunities for increasing localisation, but also for increasing participation in the world markets as indicated by Dr Volker Treier, the head of foreign trade at the Association of German Chambers of Industry and Commerce. He said that the recently established African Free Trade Area Agreement "would allow African-made products to play a greater role in international supply chains and for Africa to move away from simply providing raw materials".

In order to showcase African manufacturing capabilities and opportunities, PtSA will be hosting the All Africa Expo in 2023 in Cape Town in conjunction with the 16th ISTMA World Conference. These prestigious events will bring together political, industrial and supply chain leaders of the world, as well as representatives from the 21 ISTMA member countries.

In order to ensure that these events are successful, I have been assigned to champion the planning and implementation of these world class events on a full-time basis. I am thus handing over the responsibilities of the COO position to Pieter Lategan. I wish Pieter every success with his new assignment, and offer him full support.

- John (johnmc@ptsa.co.za)

PtSA launches Medical Scheme

PtSA recently launched the PtSA Medical Scheme at a national networking event which was the first live event hosted by PtSA since the start of the pandemic.

PtSA has worked closely with its national partner Momentum to establish a medical aid scheme with variable options for the benefit of PtSA members and providing focused attention from a dedicated support structure.

The networking and launch event was held in the four PtSA regions; Western Cape, Eastern Cape, Gauteng and KwaZulu-Natal, with a Zoom link-up between the PtSA facilities in these regions. Marizanne van Niekerk from Momentum Consultants & Actuaries (MCA) presented the Scheme to the guests at the PtSA offices in Rosenpark, Cape Town, with guests in the other three regions viewing the presentation on big screens.

The event was sponsored by Momentum, with snacks, refreshments and networking being enjoyed by the guests in each region simultaneously, also a first for PtSA.

A number of PtSA members expressed relief that we are returning to normality as an Association, as networking forms an important aspect of the benefit of membership. As indicated by the members, not having direct contact between members at such events slows down the communication processes and deprives the members of matchmaking opportunities.

PtSA will assist the members to make contact with Momentum Consultants & Actuaries, and to set up an appointment with Marizanne and her team.

Please contact the PtSA office (012) 760 0300 or HettieF@PtSA.co.za.



Marizanne van Niekerk and John McEwan at the launch of the PtSA Medical Scheme.

In addition to the Medical Scheme offered through PtSA, the Association is also promoting other services for the benefit of its members through our partnership with Momentum.

These include such services as pension funding, provident funding, Group life insurance, asset insurance, etc. to name a few.

PtSA is assisting Momentum to make contact with our members so that the service offerings and solutions offered by Momentum can be presented to the members without disrupting any existing arrangements or relationships that the members may have.

From this engagement with Momentum the members can make informed decisions of how to satisfy their requirements or as a comparison to evaluate their current service providers.

Please contact the PtSA office to arrange appointments with the Momentum team.

Medical Scheme

PtSA has worked closely with Momentum, a PtSA Partner, to reach an agreement which will offer PtSA members a Medical Scheme, depending on the income levels of the members' employees.

Ongoing Support by Momentum Consultants & Actuaries (MCA) to PtSA members

- MCA will assist with implementation (Employer as well as Employees)
- Member presentation sessions and/or one-on-ones will be arranged, and option selection will be based on the needs of each individual
- Application and activation process
- Ongoing support to Employer and Employees – Claims, Membership matters, hospital admission authorisations etc.) via a dedicated Consultant and MCA Helpdesk available (telephone line 0861 and Email / dedicated Email address)

PtSA / Momentum Medical Scheme offers 5 products

PRODUCT	CATEGORY	MONTHLY COST	BENEFITS
Health4Me	Medical Insurance	R294 Main Member R294 Adult Dependent R148 Per Child (max 4)	<ul style="list-style-type: none"> · GP visits to a network of GPs · Day-to-day benefits through a network of private doctors and specialists
Ingwe Network	Medical Aid	From R940 (main member)	<ul style="list-style-type: none"> · Hospital Cover at private hospital (Network list) · Chronic Cover (27 PMB* Conditions) · Day-to-day benefits only at network providers (GP, limited specialist, medication, basic radiology & pathology, basic dentistry and optometry) · Add HealthSaver (Savings Account) for additional day-to-day expenses
Evolve	Medical Aid (Excludes Chronic)	R1 345	<ul style="list-style-type: none"> · Hospital Cover at private hospital (Network list) · Add HealthSaver (Savings Account) for day-to-day expenses
Custom	Medical Aid	From R1 706 (Based on Members' choice)	<ul style="list-style-type: none"> · Hospital Cover at private hospital (any hospital or Associated Network list) · Chronic Cover (27 PMB* Conditions) · Add HealthSaver (Savings Account) for day-to-day expenses
Incentive	Medical Aid	From R2 224 (Based on Members' choice) (Includes 10% for Medical Savings)	<ul style="list-style-type: none"> · Hospital Cover at private hospital (any hospital or Associated Network list) · Chronic Cover (27 PMB* Conditions + additional 6 Conditions) · Day-to-day expenses paid from Medical Scheme Savings Account (10% of contribution) · Add HealthSaver (Savings Account) for additional day-to-day expenses

* Prescribed Minimum Benefits

Benefits of the PtSA / Momentum Medical Scheme:

- PtSA members will enjoy the benefit of being grouped and receive focussed attention;
- Dedicated contact assistance from Momentum Help Desk for PtSA members;
- PtSA will ensure that members are supported by Momentum;
- Possibility of no waiting periods for PtSA members when joining the Medical Scheme, dependent on negotiations.

Contact PtSA Office to set up a meeting with MCA

Meaningful Transformation in South Africa

Part of the South African government's plan to grow the South African economy is to achieve meaningful transformation so that all the people in South Africa can be included in the economy.

PtSA supports meaningful transformation, with a systematic and logical approach by all role-players to achieve a vibrant and growing economy.

The approach which has been adopted for the tool, die, mould and special machining industry in South Africa, the tooling industry, through a partnership between the tooling industry and government is addressing meaningful transformation in this industry. According to Tapiwa Samanga, the Group CEO of PtSA, the INTSIMBI partnership between the tooling industry (represented by PtSA) and government (**the dtic**) has resulted in the development of programmes which help to prepare individuals and companies in the tooling industry to achieve meaningful transformation and thereby also meeting the BBBEE codes of good practice.

These programmes, known as the TDM Skills Development Programme and Enterprise Development Programme, address the issues of skills development and enterprise and supplier development for the



tooling industry, and prepares young people to become the entrepreneurs and business owners of the future.

The TDM Powered Apprenticeship Programme offers a 4-year apprenticeship programme for the youth of the country to become toolmakers at NQF Level 5. With an annual intake of students which has a de-

mographic of over 95% black youth, (of which over 40% are female) based on merit, meaningful transformation is being achieved through a realistic programme with measurable achievements.

The graduates from the Programme are being absorbed into industry to fill the serious skills gap that exists, and thereby assisting companies with skilled Toolmakers. It should be noted that there is no such thing as manufacturing without tooling and that the employment multiplier effect of a toolmaker, locally and internationally, is over 20 to 1 (ie 1 Toolmaker supports at least 20 downstream jobs in manufacturing).

Similarly, the Enterprise Development Programme offered to the tooling industry by PtSA, through a partnership agreement with the WerkzeugBau Akademie in Germany (WBA- the world authority in tooling and related research and consulting) is addressing meaningful transformation with a programme which is very industry specific, and is based on international standards and best practice.

This programme which is open to all eligible companies in the tooling industry, has assisted over 190 companies to date to improve their competitiveness and to grow their businesses.

Only competitive companies will be attractive for empowerment deals and profitable participation in global value chains.

According to Tapiwa, most of the companies assisted by this programme to date have been SMME's. He indicates that the growth of existing businesses and the establishment of new businesses is vital in order to grow the South African economy, and that the programmes offered through the INTSIMBI partnership supports this growth.

Atlantis Foundries - 40 Years on

In March 1982, Atlantis Foundries cast the first Diesel Engine cylinder block in its newly built foundry in Atlantis in the Western Cape.

Atlantis Foundries (Pty) Ltd (AF), a member of PtSA, was established to supply cylinder block and cylinder head castings to Atlantis Diesel Engines which in turn supplied Diesel engines to the South African market.

After Atlantis Diesel Engines closed in early 2000, Atlantis Foundries focused on supplying castings to the export market. Initially, these castings were machined in-house, but with the advancement of Diesel engine technology, the local facilities were not able to machine the castings, and the company is now supplying ready-to-machine castings to Detroit Diesel in the USA for the heavy-duty truck market.



The Atlantis Foundries complex

achievement which was the culmination of several years of planning and construction."

John recently visited the facilities in Atlantis to have a look at the progress that has been made over the last 40 years and to see the casting of current cylinder blocks, which weigh more than double the weight of those early cylinder block castings.

According to Cordell Rautenbach, Senior Technical Engineering Manager, Atlantis Foundries still uses the original moulding line and some of the original machinery and equipment to cast the cylinder blocks but has also invested in the latest technologies over the years; particularly incorporating 4IR technologies such as production controls and systems, and robotics.

Steve Gatenby, Senior Operations Manager, says that no jobs have been lost due to implementing



John Davies (left) in discussion with Pieter du Plessis and Steve Gatenby next to the moulding line.

According to John Davies, who was the first CEO of AF, and who was responsible for setting up the foundry adjacent to the Atlantis Diesel Engines facilities, the first block was cast in the evening of 31 March 1982.

He says "this start of production was on time and went off without a hitch. We were very proud of this



A view from inside the control room for pouring molten metal into the moulds.



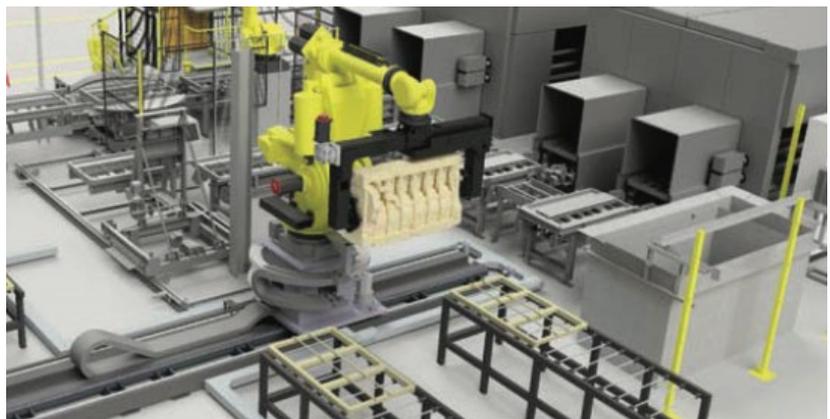
Steve Gatenby in front of the pouring furnace.

these technologies as every affected employee has been redeployed within the organisation.

He goes on to say that all the employees are keen to embrace improvements which ensure the long term growth and sustainability of the company.

According to Pieter du Plessis, CEO of Atlantis Foundries, the capacity of the foundry has been significantly increased due to improvements in efficiencies, a reduction in the model mix and new technologies.

He indicates that the next efficiency improvement that is being implemented is to automate the loading of molten metal into the pouring furnace, instead of the current method of transporting the molten metal by fork truck.



The Company embraces new technologies

This will not only improve efficiency but also safety in the production area.

Atlantis Foundries, which is owned by Daimler Truck AG, exports the castings for machining in the USA by Detroit Diesel, a subsidiary of Daimler Truck North America.

According to Pieter, Detroit Diesel is very pleased with the quality of the castings received from Atlantis Foundries, with scrap rates that are better than industry standards.

He goes on to say **“Atlantis Foundries employs many people from the local area who are all very dedicated, well-trained and highly motivated. We are proud of what our teams have achieved over the years, particularly in the areas of efficiency and quality improvements, and we look forward to working with our teams to achieve further improvements in the near future.”**



Blocks ready for shotblasting

We wish Atlantis Foundries every success in the future and look forward to reporting on the progress being made in future issues of PtSA News.

PtSA National Networking Event

On 7 April, PtSA hosted a national networking event, with all PtSA regions connecting via Zoom to participate in the launch of the PtSA Medical Scheme. After a presentation by Marizanne van Niekerk (see article on page 4), each Regional Manager had the opportunity to introduce their teams to the respective audiences, and used this time to emphasise the benefits of PtSA membership. Thank you to Momentum, our sponsor for this nationwide event!



PtSA Eastern Cape hosts its first event for 2022!

PtSA Eastern Cape Centre of Excellence was extremely proud to welcome delegates from government, industry, **Department of Economic Development, Environmental Affairs and Tourism** (DEDEAT) and the Eastern Cape Development Corporation (ECDC) to the first face-to-face networking event after the pandemic, on 25 May. Tapiwa, Bob, PtSA Regional Managers as well as Tier 1 and 2 suppliers to the OEM's were also in attendance. Stephan Aucamp, Chairman of PtSA Eastern Cape Exco, welcomed guests and introduced speakers John Rankin, Business Development Manager & Transformation Specialist, Bob Williamson, PtSA National Secretary and Simon Meyer from GEM SA. Thank you to our sponsor, **S4 Integration** and Etienne Gerwel, who represented the company, which is a proud member of PtSA.



Morgan Waterboer (MD of MCR Plastics, Jason Naidoo (REHAU), Anton Bellairs, Lester Frasenburgh (MCR Plastics) and GCobani Mkoto (REHAU).



Neil du Randt (VWSA), Anton Bellairs and Lester Frasenburgh (MCR Plastics).



Marius Coetzee (DEDEAT) and Tapiwa Samanga.



Zarin Welmans (The Engineering Hub), Charl Ferreira (The Engineering Hub) and Stephan Aucamp (Injection Technik).



DEDEAT represented by Ms Myoli and Sithembiso Mtanga, Deputy Director: Manufacturing and Mr Banzi (TK Tool-room).

During the course of two days, the PtSA Regional Managers, accompanied by Bob and Tapiwa, visited EC companies. Thank you for your hospitality!



Anton Bellairs, Bob, Morgan Waterboer and Chris Bower (CRMOULDS) during the MCR Plastic company visit.



Jendamark hosted PtSA representatives and proudly demonstrated their state-of-the-art technologies.



The PtSA representatives before their visit to S4 Integration.

Join the Best - Become part of the Network

By joining PtSA, you become part of the network of companies which forms the tool, die, mould and specialised machining industry in South Africa.

Connectivity

- PtSA members have the opportunity to become part of the national and global network of TDM companies.

PtSA is the collective voice of the TDM industry

- The PtSA partnership agreement with government (INTSIMBI Future Production Technologies Initiative) facilitates dialogue between the TDM industry and government.

Improvement of competitiveness of PtSA members

- PtSA, through the process of improving the competitiveness of companies, facilitates the growth of the supplier base for the benefit of the larger corporates, and in particular the OEM's.

Training and upskilling programmes

- PtSA, as the Development Quality Partner (DQP), has developed a number of SAQA approved artisan qualifications and apprenticeship programmes for the TDM and Special Machining industry in South Africa.
- These programmes result in SAQA registered and QCTO and merSETA accredited Toolmaker NQF Level 5 and Tooling Machinist NQF Level 5.
- The programmes are offered in four facilities; QCTO accredited state-of-the-art PtSA Centres of Excellence across South Africa.

Networking, matchmaking and information programmes

- PtSA hosts regular Networking meetings in the Western Cape, Eastern Cape, Gauteng and KwaZulu-Natal.

Better understanding of the Fourth Industrial Revolution (4IR)

- PtSA facilitates the understanding of technology developments for its members by means of information programmes, demonstrations, publications and networking.

PtSA facilitates international connections for its members through its membership of the International Special Tooling and Machining Association (ISTMA World)

- Access to over 21 Associations in 20 countries/8000-member companies.

PtSA promotes sustainable development within the industry to ensure long term growth of the industry

- PtSA facilitates opportunities for members to have access to information, training, workshops, etc. on sustainable development.

PtSA corporate facilities are available for use by its members PtSA website provides information about international and national news, events and trends in the industry.

Contact details for Regional Managers:

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Francois Beetge (Gauteng):	francoisb@ptsa.co.za
Richard Kannigan (KwaZulu-Natal):	richardk@ptsa.co.za
André Davies (Western Cape):	andred@ptsa.co.za

Contact details for PtSA News:

Liza du Plessis (PtSA News: Editor)	lizadp@ptsa.co.za
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Do you want to **Advertise** your product or services to the Tooling Sector?



- PtSA is offering the opportunity to advertise in the PtSA News (Newsletter of the Production Technologies Association of South Africa)
- PtSA News is widely distributed both in South Africa and Internationally
- PtSA News is the only publication which is focussed on the Tool, Die, Mouldmaking and Special machining Industries in South Africa

Advertising Fee Structure: (Excl. VAT)

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	PtSA Member	Non-Member	PtSA Member	Non-Member
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1/2 page	R4 800	R6 630	R23 500	R34 875
Full page	R6 500	R10 760	R31 600	R55 680
Outside Back cover	R9 500	R16 600	R46 800	R85 500

Please contact Liza du Plessis at lizadp@ptsa.co.za for details, or to book an advert!